... AUGUST, 1942

THE

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS





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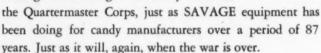
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THE

MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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On the Cover

Col. Rohland A. Isker of the Subsistence Research Laboratory, U. S. Quartermaster Corps., Chicago, presents the first box of dextrose K-Ration candy to Air Hostess Evelyn Delay and Captain W. F. Peterson of Transcontinental & Western Air, Inc. The candy will be served as refreshments to TWA's passengers.

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A. The Vanishing Point

Q. What's it doing!

A. Illustrating what the Coconut oil supply is approaching.

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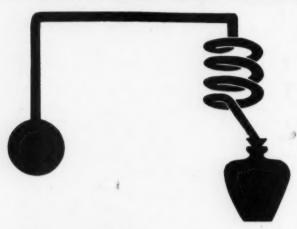
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for August, 1942

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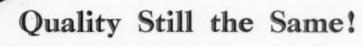
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Candy Takes to Air As TWA Serves Passengers

(Picture on Cover)

As a result of the successful use of dextrose as food in supplying energy and slaking thirst for members of Uncle Sam's armed forces adoption of dextrose candy to replace other refreshment and conserve space and weight on transport planes has been announced by Transcontinental and Western Air, Inc., one of the country's leading air lines. Curtiss Candy Company, Chicago, is cooperating in this first commercial adaptation of the Army' K-ration tablets.

These dextrose tablets, tested for many months by the Army, are contained in the new K-ration for emergency and front-line use by the armed forces. Each item in the K-ration, including meat, biscuit, coffee and dextrose, is condensed, and the dextrose tablets have become one of the essentials of the "iron" meals because they keep soldiers' mouths moist and also provide the sugar one's body uses directly for energy.

As a result of the Army tests, the air line's adoption of dextrose candy has cut considerably its stock of former refreshments provided for passengers and thus, is able to add more space for war passengers and mail. The candy, in malted milk and lemon flavor, is being served by air hostesses on each flight and is available on request of passengers at any time.

Commenting upon the new policy, Charles Williams, superintendent for the airline, said: "We are endeavoring to provide each inch of space possible in our planes for war cargo and adoption of dextrose candy gives us just that much more. Besides, the candy is an excellent refreshment." In addition to its technical value, Williams said, the candy is highly popular among passengers simply because it is a genuine item of a soldier's field ration, and they welcome the chance to test an item that is used by the soldiers.

Adoption of dextrose candy by Transcontinental and Western Air is another pioneering effort by the airline, it having been the first to take candy to the air as food for passengers. Col. Rohland Isker, head of the Subsistence Research laboratory, Chicago Quartermaster Depot of the U. S. Army, under whose direction all the initial work in developing the Army's emergency ration has been carried on, including the candy units in the various rations. was on hand to present the first box of dextrose tablets to be used by the air line, to Air Hostess Evelyn Delay, and Captain W. F. Peterson, of the first T. W. A. flight to carry the candy refreshments on July 29.

New Bidder's Book Aids Quartermaster Contractors

The War Department announced recently that the forms upon which bids are to be submitted to the Quartermaster Corps from now on will be greatly simplified in the future by using the new "Bidder's Reference Book," recently completed by the legal staff under Brig. General C. L. Corbin, director of procurement service, office of the Quartermaster General. This pamplet is a compilation of all the standard instructions to bidders which govern the manner of submitting bids on any kind of purchase. It contains all the contract provisions in their latest revised form, used in preparing a contract for the purchase of any Quartermaster item. Book will be issued by Quartermaster Producing Depots to all bidders on the bidders's list for their future reference.





Wanted-A Fair Break

emands by other segments of the food industries for a greater share in the available chocolate supplies under present shortages, is just what the candy industry might expect in times like these. Bakers, for instance, contend that they should receive more of the chocolate because their industry is larger, is more essential to the requirements of our own civilian and military population, and represents a much greater market for farm products than the candy industry and is therefore more valuable to the country at large. There are more bakers in the country, to be sure, and no doubt their production volume in dollars and cents is greater than that of the confectionery industry. But since when has size alone been justification for discriminatory rules or legislation? In the matter of importance to civilian and military war effort, has anyone heard that the Army is putting chocolate cake in the emergency rations, or that chocolate-frosted cookies are being used to stem work fatigue in war factories? As for the baking industry representing a greater market for farm products, we have no basis for answering that contention with facts and figures. We know what volume of farm products our own industry uses annually. We realize, too, that arguments based on real or imagined benefits to farmers will have a ready ear from legislators lined up with the farm bloc. But we believe that our own victorious effort in the present war depends upon a common sharing of all the work and hardships that accompany the preparation for and actual conduct of the war. The sooner we quit favoring anyone for the sake of votes, the sooner we will all start pulling together, for victory. The candy industry wants no favors. It wants only a fair break.

Help Your Jobbers

Jobbers are confronted with a variety of difficulties under present conditions. First of all, the public demand is greater for candy than distributors are able to deliver due to curtailed production as a result of rationing and shortages. Many manufacturers have cut down

their lines and have been forced to reduce the amounts they could ship to distributors in order to make some candy available to all of their regular accounts. On top of that comes the recent ruling under which automobiles and trucks of candy distributors may have to be taken off the road when their present sets of tires wear out.

As Mr. Brinkman points out in his article in this issue, there is a temptation for the manufacturer at present to divert some of the candy formerly distributed through jobbers to certain chain organizations which in normal times manufacture quite a bit of their own candy. This temptation is based on the hope that the manufacturer will be able to hold the business of such chains when normal times are restored. In the meantime, they are cutting down their candies to certain jobbers—these distributors who have in most cases, stuck to them through thick and thin when the volume of available candy far exceeded the public demand, and candy at times became a real drug on the market.

Manufacturers owe it to their own industry to continue to distribute their production equitably among their regular jobber customers. Under any other course, our industry may be open to suspicion that we are not above taking advantage of present conditions and that all our arguments before legislative bodies to obtain recognition of candy as an essential food are merely a pious cloak under which to hide a profiteer's heart.

Candy in England

Writes Tania Long, New York Times correspondent from London: "While this country could stand a good resounding victory, oddly enough the recent introduction of candy rationing has done more to cheer up these people than almost anything that has happened on the home front for months." Miss Long, reporting under a dateline of July 31, continues: "When Londoners caught their first glimpse of displays of chocolate creams, nougatines, thin mints, and hard candy in re-opened candy stores, they actually gasped. . . Londoners are thrilled by the sight of so much candy, even though purchases are limited by coupons."—And there are still some people who doubt the morale-building powers of candy!



Modern Methods being applied to finishing heavy-duty concrete floor. Base course has been roughened, and stiff concrete mix is being spread with shovel and rake. Two men are tamping and two mechanical floats are being operated to further compact and level the surface for final finishing.

Cement Floors In the confectionery plant

by A. J. BOASE

Mgr. Structural Bureau,
Portland Cement Ass'n.

robably few candy manufacturers have an intimate knowledge of how concrete factory floors may be constructed to give the best possible service at the lowest cost. But all of them have at one time or another observed that one floor is easier to keep clean than another, resists wear and hence gives the service expected of a factory floor at a relatively low cost for cleaning and maintenance. And from this observation of differences in the behavior of floors of the same type under identical conditions of service will come the valid conclusion that there must be an inherent difference in floors which give such variable performance even though they appear to be identical.

Of course, confectioners know that in floors as well as in candy items appearance is only one index to quality. In candy a good looking coating may cover a tough, dry texture and give no clue to flavor or eating quality. But the comparison of floors and candy stops there. In floors which give the best service in food plants the surface is highly important. It is the top surface of floors which takes the wear and punishment. And in candy factories this top surface of floors gets a peculiarly severe service.

But a study of examples of unfavorable reactions of this kind shows that only floors which have a porous surface are seriously affected. And such a condition is avoided by care in following specifications, by proper supervision and careful workmanship in the finishing operation. And as a further precaution, floors which are exposed to fruit juices and sugar solutions may be treated with a special finish which renders the wearing surface practically impervious to the most severe exposure for a long time.

The reason why porous floors are sometimes damaged by exposure to the conditions common to candy factories is that spilled juices and syrups are absorbed into the

It is well known that fruit juices, syrups and sugar

solutions sometimes have a bad effect on concrete floors.

by exposure to the conditions common to candy factories is that spilled juices and syrups are absorbed into the porous floor where they become crystallized and exert pressures which cause the floor to scale and the surface to disintegrate and become rough in spots. This is quite similar to the reaction which occurs when water, absorbed by porous stone or other material, freezes and creates sufficient pressure to cause large pieces to spall off. In some cases also there may be a slow chemical reaction between the absorbed materials and the con-

crete.

Factory floors, of course, perform a structural function in a building as well as providing working surfaces and level runways for trucking material from one department to another. So, as far as wear is concerned, it is the upper surface which is of vital importance, and it is in specifications for floor surfaces that the seeds of future trouble may often be found.

There are certain basic principles of concrete making which must be observed in every step. Specifications which call for "a cement topping" are entirely inadequate. A different manipulation or working of the concrete into place is called for in finishing floors which are to be subjected to severe service from the procedure which is satisfactory for floors which are to be covered with other material and used only by foot traffic.

Concrete floor finishes can be made to have a wide range of qualities. The strength, resistance to wear, watertightness and other characteristics may be varied by changes in the materials or the proportions of the ingredients used and by differences in the finishing technique. Certain fundamentals of concrete making are important in the finished result.

The quality of the materials used affects the quality of the concrete. Portland cement is made to meet standard specifications. It should be protected from moisture while in storage to prevent deterioration. Water used for mixing should be clean. Clean, hard, tough and suitably graded aggregates produce more wear-resistant concrete than materials which are inferior in these respects. The aggregate is usually too fine in the ordinary "cement finish" to give the best results.

The less water used in mixing the concrete, the stronger, more wear-resistant and more watertight it will be, providing, of course, that correct technique is followed in placing it.

To get uniform concrete, a mixture which does not permit segregation of the ingredients must be used. The proportions of the various sizes of sand and gravel or stone to each other and their relation to the cement and mixing water should be such as to prevent their separation during handling and placing.

The chemical combination of cement and water to produce hard, strong concrete requires time. During this time the floor must be kept moist to prevent evaporation of the water used in mixing.

The basic principles to be observed in producing wearresistant floor finishes, described in the previous paragraphs may be summed up in four points:

- 1. Use only suitable, clean materials.
- Use not more than 4½ to 5 gallons of mixing water per sack of cement. This includes moisture in the aggregates.
- Use mixtures and construction methods which will not permit segregation resulting in free water and fine material on the top surface.
- Prevent early evaporation of water by keeping the concrete wet as long as possible.

It should be remembered that the aggregates are of first importance because they constitute such a large proportion of the volume of the concrete and are a primary factor in insuring the required quality of resistence to wear.

Since the aggregates in the wearing course are subject to abrasion, they should be of sufficient toughness and hardness to resist that abrasion. Where conditions are to be severe, such as in many factories, traprock, which has a dense, finegrained interlocking structure makes good aggregate. Fine grained granites and quartzites are excellent.

Aggregates may be either gravel or crushed stone. A large proportion of elongated or thin fragments should never be used. All aggregates should be as clean as possible, free from dust or soft fragments and should consist of particles which will not be affected physically or chemically in the presence of moisture. Both coarse and fine aggregates should be carefully graded to insure proper proportions of the various sizes. The various ingredients of concrete should be so proportioned that the mixture is workable and each aggregate particle is completely surrounded by cement-water paste without honeycombs or voids. Experience has shown that under average conditions with properly graded aggregates, satisfactory results will be obtained with proportions of 1 part of portland cement, 1 part of sand and from 11/2 to 2 parts of course aggregates. The coarse aggregate should be graded from 1/8 to 3/8 in.

Because floor topping is placed in a relatively thin layer and is compacted by tapping, rolling, floating and troweling a stiff mixture may be used. Stiff mixtures are an advantage because they permit a minimum of mixing





Above—Cross section of properly constructed and correctly proportioned wearing course of a concrete floor. Coarse aggregate is evenly distributed through entire depth. Below—Too much troweling has brought water and the finest particles to the surface in this cross-section of the wearing course of a concrete floor. Such a surface may look good, but it has little strength and it is apt to "crase" and dust under traffic. This type of floor will be more easily affected by Sugar and fruit juices.

water and more aggregate with a given amount of cement. This helps to prevent segregation of the various elements in the mixture.

To withstand the abrasion and wear of severe service it is highly desirable and important to have as much coarse aggregate as possible near the surface. The fine aggregates and water tend to work toward the surface while the mixture is being compacted and unless proper care is taken to avoid this the surface layer may not have proper strength. One way to prevent too high a proportion of fine material and water at the top is to trowel sparingly while the concrete is soft. Another thing to avoid is overly wet mixes and mixes which do not contain a correct proportion of the wear-resistant coarse aggregates. Dry cement and other fine material should never be dusted on the surface of a floor topping to absorb excess water.

But regardless of how much care is taken in mixing and placing the concrete for a heavy duty floor, unless a few basic rules as to curing are observed the result may be unsatisfactory. One outstanding characteristic of concrete is that chemical reactions between the cement and the water which cause it to harden, continue indefinitely if sufficient moisture is present and the temperature is favorable. And this curing period enables the concrete to build up strength, watertightness and begin resistance to wear. Floor finishes present such a large surface area that loss of water through evaporation takes place rapidly unless steps are taken to retard and control it. Too rapid drying stops the desirable chemical reactions in the concrete and may cause dusting, surface cracking and high porosity.

To prevent new concrete from drying out, water for curing should be applied to it as soon as it can be done without marring the surface. It should then be kept wet or the moisture sealed in with waterproof paper or other covering. The longer the curing period can be extended the stronger, harder and more dense will be the concrete. The curing period should be at least a week when using normal portland cement and three days when high early strength portland cement is used. Special attention should be given to prevent areas near radiators or other

heating devices from drying out.

If the procedure which has been described is followed the floor surface will be dense and hard and highly resistant to the absorption of fruit juices, syrups and other materials which injure porous floors. But as a further protection a surface treatment may be applied after the concrete has been thoroughly cured and is dry and clean. One simple treatment is the application of warm linseed oil, chinawood oil or soybean oil. To assist penetration the oil should be thin. For the first coat, equal parts of the oil and turpentine or other thinner may be used. A second application with a somewhat thicker solution may be given after the first one is well absorbed and has dried. The oil may be applied with mops or brushes and the excess removed with a squeegee before the oil becomes tacky. An occasional application of one of these oils may be helpful after the floor is in service. This should be done only after the floor has been thoroughly cleaned.

Another treatment which is effective, although somewhat more difficult to manage, is the application of paraffin. The paraffin should have a melting point of 150 degrees F. It should be made into a paste by melting 4 parts by weight with 1 part of turpentine and 16 parts of toluol, a solvent obtained from coal tar and generally available through chemical supply houses. The mixture is spread on the floor with a brush and allowed to penetrate for 24 hours, during which time the floor should

be kept as warm as possible. At the end of this time the remaining layer may be driven into the concrete by heat applied with hot irons. An open flame should not be used due to the fire hazard. Hot irons will be safe and will prove effective in forcing the paraffin into the pores of the floor finish.

After a treatment of paraffin a floor polishing machine should be run over the floor. Occasionally the wax film should be replaced. This treatment is of great assistance in keeping the floor clean under factory conditions.

While the various procedures which have been described assume a newly constructed floor, old floors can be given a dense impervious surface by chipping away the old concrete to a depth of one inch and applying a one-inch concrete topping as described for new floors. An important step in resurfacing old floors is to thoroughly clean and saturate the base on which the topping is to be applied and then brush into it a mixture of cement and water of about the consistency of house paint. The new topping should be applied as soon as the cement and water have been applied. This insures a good bond between the old base and the new topping.

Unfortunately specifications for heavy-duty floors are not always adequate. Familiarity with the basic principles which insure long service from concrete factory floors will enable any manufacturer to determine whether his floors are being built to fit the service required of them.

When concrete floors are properly built they will require little maintenance other than regular cleaning and occasional surface treatment when subjected to severe exposure. Confectionery manufacturers know the importance of cleanliness. Keeping concrete floors scrupulously clean helps to prevent excessive wear.

NECCO Factory Now In Direct War Work

According to information made public by the Conversion section of WPB's Food branch, the New England Confectionery Co., Cambridge, Mass., has worked out an arrangement with the Tobe Deutschmann Corp., Canton, Mass., whereby NECCO'S machine shop and a portion of its factory area will be utilized for war work. Specifically, the NECCO part in this work will consist of producing capacitors and other parts used by Tobe for the production of radio filters which make it possible today for tank men to hear radio clearly even in the field of battle.

As a trial experiment, after general considerations of the NECCO plant's suitability for this work on the part of Conversion officials, the candy company was approached with the suggestion. The suggestion was met with immediate enthusiasm on the part of NECCO officials. Tobe promised them specimen equipment which NECCO's machine shop could copy and produce in quantity. Their skilled workers could be trained to handle the assembly lines for filterettes and condensers. On a mere verbal agreement, both parties went to work. NECCO cleaned out its machine shops while Tobe had specimen equipment in their hands before a week had passed. Tobe will ship in the raw materials, NECCO will fabricate them, and Tobe will ship the finished units. If this plan works out satisfactorily, as now appears certain, several other large candy factories will be approached with similar plans.

One of the finest examples of intelligent research in plant conversion, this WPB project promises to set a standard whereby the utilization of existing plants for war work, instead of new factories, can be broadened

into other non-war industrial fields.

Confectionery Industry Labor First Extended Survey in 22 Years

by O. F. LIST
Editor, THE MANUFACTURING CONFECTIONER

Survey by Women's Bureau of U. S. Labor Department Reveals Facts About Candy Pay and Working Hours

he first extended survey in 22 years of labor conditions in the confectionery industry has just been made public by the Women's Bureau of the U. S. Department of Labor. Covering 447 confectionery establishments in 16 states, or more than half the factories in the country employing six or more persons, the study reveals a wealth of information for candy plant executives, for legislative groups, for labor officials, and for the general public. The survey is based upon wage data obtained for a typical week during the busy spring season of 1941, while the exact date of the payroll taken varied with each plant to allow for production schedule variations, and the pay period was selected after consultation with management. Wholesale manufacturers included total 353, employing 29,345 persons, while 94 retail manufacturing establishments with 4,197 employees also participated.

A great deal of highly interesting information is contained in the survey relative to opportunities for employment as between the sexes, the relative difference in wages earned by male and female employees, the comparatively better earning opportunities in the skilled confectionery jobs, the position of labor as a cost item in candy plant operation expenses, differences in going wage rates as between various candy production territories, the effect of organization in the plants upon wage rates, territorially and nationally, and a host of other valuable

The confectionery industry affords more opportunity for employment to women than to men, it is indicated. In the plants visited by the field agents of the Women's Bureau, the ratio of women to men is roughly 6 to 4, that for wholesale manufacturers being about 62 women in every 100 employees, and for the retail manufacturers, 72 women for every 100 employees. However, nearly a third of the 12,330 men included in the survey were engaged in the skilled and usually heavy work in the plant. On the other hand, practically all the hand or machine packers and wrappers, and three-fourth of the clerical staff are women.

More than one half (55%) of the 21,212 women were packers and wrappers, and roughly one-seventh (14%) were engaged in hand-dipping and decorating of candies and another one-seventh, about equally divided, were clerical workers or feeders and set-off girls on the dip-

ping machines. Among the men, the candy maker and candy maker's helpers are uniformly a significant proportion in the making of each type of product, around 30% (40% in hard candy,) and the most important group of male workers.

How Long Does It Take to Learn?

Of the firms that reported the time it takes for workers to learn their job, 32 in 99 stated that the candy makers require as much as three to five years to become expert. Thirty-three others considered two years sufficient. Together, as many as nine out of 10 firms said it takes at least a year to make a good candy maker. In the matter of women's skilled occupations, only one-third of the firms estimated hand dippers need as much as a year to become proficient. About the same number considered one to three months sufficient.

Average Hourly Earnings of Men & Women according to Type of Business, by Geographical Division (in cents)

Area and states W	Average hourly earnings in plants of Wholesale Manufacturers Retail Manufacture							
-	Men	Women	Men	Women				
Total	54.3	39.3	59.9	40.2				
New England (Mass.)	57.3	41.0	53.7	38.2				
Middle Atlantic New Jersey New York	54.6 54.7 57.0	40.1 40.0 40.0	63.1 (1) 65.7	41.1 35.8 42.6				
Pennsylvania	52.7	40.1	52.1	36.7				
North Central Illinois Indiana Missouri Ohio	56.6 57.9 50.9 54.5 52.3	40.1 42.3 34.3 34.6 35.5	55.9 58.6 (1) 47.9 55.0	39.3 40.6 (1) 33.6 43.9				
South Atlantic Georgia Maryland Virginia	40.6 38.2 43.6 42.6	32.1 31.3 31.6 33.4	37.9	30.2				
South Central Tennessee Texas	40.3 41.7 38.5	29.1 31.7 26.5	(2)	(2) — 33.2				
Mountain Pacific (California)	48.8 62.4	. 33.1 44.3	45.3 62.1	33.1 45.4				

(1)-Not computed; too small. (2)-Only one state.

Differences in Earnings By Locality and Sex

Of the various factors influencing the hourly earnings of workers in candy plants, the most important are locality and occupation, and of these, the former is apparently more fundamental. The accompanying table shows the average hourly rate in the 16 states in which plants were visited by the Bureau's field agents. It will be seen that there is a difference of almost 20c between the lowest and highest average. When the states are grouped by geographic division and then ranked according to the wages paid, the Pacific region is first, followed by the North Central; the southern divisions have the lowest average rates. Interesting is the fact that very little difference in the rank of the states takes place when the averages for women and men are listed separately. The difference in the hourly earnings of the sexes with the average for women always lower than that for men, is a matter of just over 15; for all the workers it varies from 7.3c in Georgia to 21.1c in Utah. In general, the least difference in the earnings of men and women is in the lowest-paying states. Extremely interesting is the fact that women in Pennsylvania, New Jersey, Massachusetts, New York and Illinois average more than the men in Texas and Georgia. Women in California and Illinois average more than the men in Texas, Georgia, Tennessee, Virginia and Maryland. All states except Texas pay both men and women wages that average more than 30c per hour. The averages include plant and office workers.

When wage earners only (exclusive of clerical workers, truck drivers, delivery men, and box-and-bag-department employees) are distributed according to their hourly earnings, the pattern in regional variation becomes especially apparent. For example, whereas in Georgia three-fourths of the confectionery workers earned less than 35c per hour, in California nine-tenths earned 40c or more per hour. Only in Massachusetts, California, Illinois, and the Middle Atlantic States visited did more than half the workers earn 40c an hour or more, in the spring week scheduled. In the South Central states as many as 18% earned less than 30c per hour. Distribution shows a tendancy toward high earnings in the Pacific, New England and Middle Atlantic regions; the North Central region, also high, differs a good deal as

Average Hourly Earnings of Men & Women, All Occupations Combined. By states.*

1	Amount by which men' Average hourly earnings (in cents) average exceeds									
State 1	All employees	Women	Men	women's (in cents)						
All States	46.2	40.7	56.0	15.3						
California	51.9	45.8	63.6	17.8						
New York	49.9	42.5	61.0	18.5						
Illinois	49.7	43.7	59.0	15.3						
Massachuset	ts 46.8	42.1	58.7	16.6						
New Jersey	46.8	41.1	55.4	14.3						
Pennsylvani	a 45.4	40.5	54.0	13.5						
Ohio	42.9	37.5	53.0	15.5						
Missouri	42.8	35.7	54.6	18.9						
Indiana	41.2	35.5	52.6	17.1						
Utah	40.7	33.2	54.3	21.1						
Colorado	38.9	35.3	47.2	11.9						
Tennessee	37.4	33.3	41.5	8.2						
Virginia	36.8	34.0	42.4	8.4						
Maryland	35.5	32.1	43.1	11.0						
Georgia	34.2	31.7	39.0	7.3						
Texas	32.4	27.7	39.4	11.7						

^{* 16} States covered by the Women's Bureau survey

Average Hourly Earnings of Men & Women, Wage Earners* Only, By Territory

Average Earnings in	Average Men	earnings (in Women	cents) Both
All States	54.8	39.4	45.1
New England	57.1	40.7	45.3
Middle Atlantic	55.9	40.3	46.3
North Central	56.6	40.1	46.5
South Atlantic	40.5	31.9	34.8
South Central	40.3	29.3	34.3
Mountain	48.3	33.1	37.9
Pacific	62.4	44.6	50.6

* Excludes Foremen & Foreladies, Box & Bag departments, Truck & Delivery Men, and clerical workers. Productive employees only.

between states, Illinois ranking well above the other states, with a higher average and larger proportions in each group at 40c per hour or more.

Plants in larger urban centers generally pay higher wages than those in smaller towns. In descending order, according to the average earnings of confectionery workers, the six leading cities show the following average wage: San Francisco (53.6c); New York (49.8c); Chicago (48.8c); Philadelphia (48.4c); Los Angeles (47.8c); and Boston (45.4c).

In most states visited by the field workers, men and women workers earn slightly less in retail plants than in wholesale factories. For all workers in New York and Ohio and for women in Texas, however, the averages are significantly higher for the workers in retail establishments. Another significant conclusion drawn from the survey is that in addition to region, occupation, and sex, size of establishment may be considered an important factor in determining the level of confectionery workers' earnings.

Comparison Between Union And Non-Union Plants

Of the 447 plants covered by this survey, 59 (approximately one in seven) have union agreements with at least the majority of their productive workers. Three-fourths of the unionized plants are in the Middle Atlantic states and in California. Practically three-tenths are in San Francisco alone, though but 6% of the establishments surveyed are there. None of the factories in the Mountain states and only one in the South Atlantic and one in the South Central region were organized at the time of this survey, in contrast to nearly three-fifths of these in San Francisco and nearly one-fifth of those in Pennsylvania.

Of the plants surveyed, those in which workers were organized tended to be larger than the average and in general they pay slightly higher wages than do the non-union establishments. This is not true, however, of the firms visited in New York and New Jersey, nor is it true of every locality among the women employed in wholesale confectionery. For example, in New York and in New Jersey the men covered in wholesale plants with trade union agreements averaged 53c and 49c, respectively, whereas those in non-union plants averaged 58c and 59c.

In every other state with one exception, the men in organized wholesale plants averaged more, the average for all men in union plants being 56c as against 54c in those where no union was active. Further, 63% of the men employed by wholesale manufacturers with union agreements earned 50c or more; compared with 57% of those in wholesale plants not having such agreements. Among the women in wholesale plants, however, as many states showed lower averages in the organized plants as

there were states that showed the opposite, and the women in wholesale establishments with union agreements average practically the same as those in non-union

plants, 40c as compared with 39c.

Among the manufacturer-retailers, the men in union plants earned 64c, and those in non-union plants, 58c. Women in unionized retail plants averaged 45c as against 39c for those in non-union plants. Nearly 10% of the men in retail plants without unions, but none of those in union plants, earned less than 35c per hour in the payroll week scheduled. Likewise, less than one in a hundred of the women in organized plants earned less than 35c, in comparison with 19 in a hundred without union agreements. It should be remembered, however, that most of the organized workers are in the regions where wages in general are highest, so that comparisons between wages paid union and non-union workers are significant only when made with direct reference to locality.

Effect of Laws On Hours Worked

The survey reveals the interesting fact that less than one percent of the women confectionery workers in all states combined where women's employment is limited by law to 48 hours or less (California, Illinois, Massachusetts, New York, Ohio, Pennsylvania, Utah and Virginia) in contrast to $6\frac{1}{2}\%$ in the group where their hours are not so limited, were employed more than 48 hours. The laws affecting women's employment may have some effect also on men's employment for less than one-sixth (16%) of the men in the former states compared with more than one-fifth (22%) in the others worked over 48 hours in the states covered by the survey.

There is less variation between states in the average hours worked than in the average hourly wages paid. It is interesting that the three states with the highest average hourly rates (California, New York and Illinois) are not the states showing the longest work week. In fact, all three have 48-hour laws affecting women. Texas, one of the states in which confectionery workers average the least per hour, is the state in which average hours worked are the longest. Yet when the states are ranked according to the average weekly wages of their confectionery workers, they are in much the same order as where they are listed in order of average hourly earnings. In other words, the differences among states in the average work week appear to have little affect on the fundamental geographical variations in pay. California, Illinois and New York, all minimum-wage states, had the highest average weekly wage in the payroll period scheduled; the South Atlantic and South Central states the lowest.

Relation of Labor Costs To Manufacturing Costs

The importance to a manufacturer of any shift in the wage scale depends on the relationship of the cost of labor involved to the total cost. By agreement with representatives of the confectionery industry, the comparison made in the survey was confined to factory labor and manufacturing costs. Factory labor includes all productive workmen, general factory helpers, foremen and factory superintendents, and maintenance personnel. Manufacturing costs comprise such labor cost; the cost of all candy materials bought during the year plus or minus inventory differences at the beginning and end of the year; cost of packaging supplies used in the factory and other factory supplies minus purchasing discounts; freight and drayage costs on incoming materials; equipment, its repair and depreciation; costs of electricity, gas, water, steam; rent or building upkeep, repairs and depreciation; and factory and supply insurance and taxes.

Plants reporting usable costs data numbered 317, of which 196 employed less than 50 workers, and 121 employed 50 and/or more. For all plants, factory labor costs represented 20.8% of total manufacturing costs. The

(Turn to page 31, please)

Relations of Labor Costs to Total Manufacturing Costs

A—by	geographic	al area and size	of plant			
	Total Number of Plants	Ratio of	Plants with under 50 employees		Plants with 50 employee and over	
Geographic area		labor costs	Total plants	Ratio of Labor costs	Total plants	Ratio of labor costs
Total	. 317	20.8	196	21.3	121	20.6
New England	. 34	26.1	18	24.2	16	26.1
Middle Atlantic	. 97	22.7	58	21.2	39	22.9
North Central	. 77	18.2	38	22.1	39	18.0
South Atlantic and South Central	. 50	18.9	37	18.2	13	19.3
Mountain and Pacific	. 59	20.0	45	23.4	14	18.5

B-by type of packaging

Total		Ratio	Plants whose proportion of labor costs to manufacturing costs is-									
Type of	number	of labor	Under 15 %		15, under 20%		20, under 25%		⁴ 25, under 30%		30% and over	
Packaging	plants	costs	No.	%	Number	Percent	Number	Percent	Number	Percent	Number	Percent
All Types	317	20.8	32	10.1	85	26.8	95	30.0	57	18.0	48	15.1
MfrWholesalers	255	20.2	29	11.4	80	31.4	79	31.0	39	15.3	28	11.0
Package Goods	54	25.8	4	7.4	9	16.7	15	27.8	18	33.3	- 8	14.8
Bulk Goods	84	18.9	10	11.9	24	28.6	. 26	31.0	10	11.9	14	16.7
Bar Goods	35	16.3	5	14.3	20	57.1	8	22.9	2	5.7	****	-
Penny Goods	46	20.5	5	10.9	16	34.8	15	32.6	5	10.9	5	10.9
3.6 (0) /23	36	20.4	5	13.9	11	30.6	15	41.7	4	11.1	1	2.8
MfrRetailers	62	26.3	3	4.8	5	8.1	16	25.8	18	29.0	20	32.3

⁽¹⁾⁻Includes plants packaging 5c and 10c goods

Runkle Company Opens New Plant in Kenton

A disastrous fire, problems brought about by the War, and other considerations have not deterred the Runkle Company of Kenton, Ohio, from trying again, and the opening of their new plant in Kenton typifies the spirit with which the management has fought against adversity. The new streamlined plant is now again about ready to begin production of the well known Runkle

line of candies, chocolates and biscuits. Most investors would have hesitated to spend a large amount of money on building and equipment after the calamitous fire which destroyed the old plant. Everything was swept away, building, raw materials, machinery and equipment, and supplies. Even then the shadows of war with its precarious future for business were looming on the horizon. But the Runkle management, taking into consideration the welfare of its large force of highly trained and faithful employees, many of whom have worked for the firm for years; their customers, accum-ulated over a period of 40 years and who now, more than ever, need a competent and friendly source of supply; and the welfare of the city of Kenton, which has so greatly benefitted by this industrial enterprisethe management decided to rebuild and place in operation, on an even greater scale than before, both the con-

fectionery manufacturing and cracker baking plants.

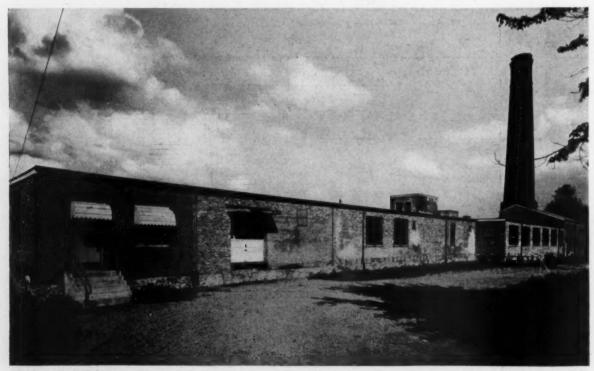
The original plant was in a three-story building with basement. It was not deemed wise to rebuild the old factory after it had been gutted by fire. So the old walls were torn down, and on the same site was built a modern streamlined building, of a single floor, with

mezzanines and English basement. This plant has been fully equipped with some new and some reconditioned machinery of latest type. Total length is 365 feet, and width, 200 feet. There are railroad sidings on three sides of the building, and all supplies can be brought right to the doors in carload quantities. Corn syrup, for instance, comes in tank cars and is put on a trestle from which pipes lead the syrup by gravity from car to storage tanks in the basement. From there it is pumped to all departments.

The plant occupies a wooded tract of 30 acres located on the banks of the Scioto river, and is served by the Erie, New York Central and Pennsylvania railroads. Syrup tanks have a total capacity of 30,000 gals. Arrangements of the production lines has been so streamlined that the Runkle companies will be able to produce at unusually low cost figures. Equipment includes a steel mogul and several 32-inch chocolate coaters useable for bars and cookies alike. The entire plant has been air conditioned, employing a Carrier system.

Production will start with about 100 persons regularly employed in the new plant. During the peak season this number will be increased to about 175 persons. Since Kenton is located in an agricultural section, the Runkle factory represents one of the city's few opportunities for industrial employment.

Officials of the company include: Walter T. Johnson, who has retired from active management and spends most of his time in California, as president; E. M. Finnell as vice president; and William J. Malone, secretary-treasurer and sales manager. Salesmen carrying the Runkle line will begin contacting the trade about August 25th. The company will manufacture bulk goods, a couple of bar lines, and a few live penny numbers for the jobbing trade.



Modern streamlined factory for the production of candles, chocolate and cookies by the Runkle Company, Kenton. Ohio. With their original plant completely destroyed by fire, the firm built this new structure from the ground up incorporating an extremely efficient production set-up.

Eastern Candy Industry Launches Drive for Scrap

by W. C. COPP

Eastern Division
The Manufacturing Confectioner

HE candy industry in the East launched its full dress campaign for salvage with an organization luncheon sponsored by Maurice L. Wurzel, president of Loft Candy Corp., for New York Candy manufacturers at the Hotel Roosevelt, July 29. Candy plant representatives from 42 companies attended and heard addresses by Irland McK. Beckman, Loft treasurer and chairman of the Salvage Executive Committee for the confectionery and sugar industries of Greater New York; Major Thomas Phillips, liaison officer between the WPB and Ordnance Department in New York and New Jersey; and R. Merrill Decker, regional chief of the Industrial Salvage section, Conservation division, WPB for N. Y. and

Major Phillips opened the schedule of addresses by impressing upon the assembled candy men the seriousness of the scrap metal situation today, and the importance of getting into ordnance production plants enough steel to keep a steady flow of finished weapons going to the Armed Forces. This, he said, means that the steel companies must have a sufficiency of scrap metal to utilize in producing the new steel from raw ore.

Mr. Decker indicated that failure of the voluntary scrap campaign to produce the required volume would inevitably result in directives and requisition. Therefore, it behooves industry—all industry, every unit in that industry, and every responsible person in each unit—to conduct an intensive campaign to collect salvage

materials on the basis of voluntary cooperation. Such a campaign should be started at once, for the materials are needed now, and should be conducted with the same intensity as any of the other drives to which we are giving time and energy at this period, he said.

Mr. Beckman described the "Salvage for Victory" campaign which was conducted by Loft's recently. (See "M.C." June '42, p. 24.). In addition to enough rubber to produce 30,000 lb. of tires, the campaign uncovered 2,500 lb. of scrap metal. Part of this accumulation of scrap rubber and metal resulted from the simplification of Loft's line of candies.

In further outlining the procedure for gathering scrap materials, Mr. Decker showed how the various Government agencies had themselves contributed materially to the scrap drive in buildings and operations conducted by them. The Library of Congress, for example, produced 150 tons of unneeded steel shelving which could be scrapped. Mr. Beckman also explained the use of the special postcard prepared to make the reporting of sales of scrap materials to dealers easy for the collectors. He also explained the so-called "Erie Salvage Plan" which has proven so successful and an explanation of which, in printed form, has been widely used as a guide in other areas.

Members of the confectionery and sugar industry on the Executive Committee for Greater New York with Mr. Beckman include: Gerald Shattuck, president of Frank G. Shattuck Co.; Wallace P. Jones, president of Rockwood & Co., Brooklyn; Leonard Griffith, Fanny Farmer Candy Co., Brooklyn; Herman L. Hoops, Hawley & Hoops; Walter A. Tyler, president of I. A. Dreyfus Co., Staten Island; F. A. Davidson, president of Refined Syrups and Sugars, Inc., Yonkers; and J. Burstiner, Barricini, Inc.

Soldier Patents "V-bar"

Nicholas S. Sabatino, sergeant in the Army's Signal Corps Replacement Training Center at Camp Crowder, Mo., has obtained a design patent on an idea for candy bars, ice cream bars, cookies and cakes. Incorporating a "V" shape, the design, believes Sgt. Sabatino, would become a very popular seller during these times when everyone is "V for victory" conscious. The design is available under license to interested manufacturers in the confectionery, baking and ice cream trades.



Loit Candy Corp., Long Island City. N. Y., turned over 15,000 lbs. of rubber as its contribution to the Scrap Salvage Campaign. Most of the rubber consisted of rubber candy moulds, discarded as a result of Loft's discontinuation of certain lines.



HE INDUSTRY'S CA MONTHLY BY MANUFACTURING HELD

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Summer Candies; Judge

CODE 8A42

Summer Candies—1 lb.—79c

(Purchased in a Candy Store, N.Y.C.)

Appearance of Package: Good. See

Box: Two layer, embossed buff paper

top printed in Brown. Appearance of Box on Opening: Good.

Assortment: Assorted Gum Drops: Good.

Assorted Gum Strings: Good. Gum Cherries: Good.

Licorice Strings: Good. Chocolate Fudge & Walnut: Good.

Crystal Cream Fruits: Good. Panned Butter Crunch: Good.

Nut Taffees: Good. Panned Jellies: Good.

Pecan Nougat Roll: Good. Pecan Caramel Chew: Good. Assortment of Pieces: Good:

Remarks: The best box of Summer Candies that the Clinic has examined this year. Candy is very well made and good eating. Suggest box be wrapped in cellulose.

CODE 8B42

Coconut Butter Crunch-1 lb.-70c (Purchased in a Candy Store, N.Y.C.)

Box: One layer, baby blue paper printed in dark blue, tied with pink ribbonzine, gray paper wrapper. Piece is square of butter crunch rolled in

toasted coconut. Color: Good.

Texture: Good. Flavor: Good.

Toasted Coconut: Good.

Remarks: One of the best pieces of crunch that the Clinic has examined in some time.

CODE 8C42

Summer Assortment-1 lb.-60c

(Purchased in a Candy Store, N.Y.C.)

Appearance of Box on Opening: Good. Appearance of Package: Good.

Box: One layer, stock box.

Contents: Chocolate marshmallow fudge: Color: too light.

Texture: Drv.

Flavor: Poor. Assorted Coconut Bonbons: Good.

Toasted Marshmallow Coconut: Good. Marshmallows: Tough, lacked flavor. Assorted Gum Drops: Fair.

Chocolate marshmallow: Marshmallow: Good, coating: Fair.

Hard Gum Animals: Good. Remarks: Fudge needs checking up as it is not up to standard. Coating used on marshmallow did not have a good taste, at the price a better coating could be used.

CODE 8D42

Summer Assortment—1 lb.—70c

(Purchased in a Candy Store, N.Y.C.)

Box: Two layer, white printed in gold, stock box.

Appearance of Box on Opening: Fair. Contents:

Assorted Gums: Good.

Assorted Coconut Bonbons: Good. Cellulose wrapped nougat: Good.

Stuffed date: Good.

Cellulose wrapped caramels: Good.

Assorted Creams: Good.

Fig Paste: Good.

Coconut Coated Date: Good. Pecan Mallow: Good .

Vanilla Coconut Paste: Good.

Vanilla coconut & toasted caramel paste: Good.

Assortment: Good.

Remarks: Candy is well made and good eating. Suggest a wax liner to be put in the box for this type of candy, also white glassine cups be used instead of chocolate glassine

CODE 8E42

· Fudge Bars—21/4 ozs.—7c

(Purchased in a Candy Store, N.Y.C.)

Sold in Bulk-No wrappers.

Chocolate Fudge Bar:

Color: Good.

Texture: Good.

Flavor: Fair.

Vanilla Fudge Bar:

Color: Good. Texture: Good.

Flavor: Good.

Remarks: Suggest that good liquor chocolate be used in the Chocolate fudge as the flavor is not strong enough. The vanilla bar is one of the best that we have examined this vear.

CODE 8F42

Chocolate Fudge Bar-

21/2 OZS .-- 5c

(Purchased at a candy stand, N.Y.C.)

Appearance of Bar: Good. Plain cellulose wrapper, gold printed seal.

Size: Good Color: Good.

Texture: Dry.

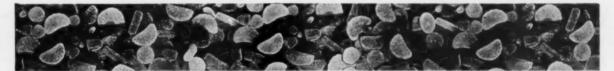
Flavor: See Remarks

Remarks: Bar is not up to standard, too dry and did not have a good chocolate flavor.

THE MANUFACTURING CONFECTIONER



EXCHANGE PECTIN GOODS



LOOKING FOR A MONEY-MAKER?

Wherever sold, Exchange Pectin Jelly Candy is first choice—pays off promptly in fast-growing repeat business. With Exchange perfected formulas and the proved economy of Exchange Citrus Pectin, you can't miss making profits.



Run a lest batch yourself—see the brilliant clarity and always-tender texture of Exchange Pectin Candy. Learn how it cuts production time—sets and cools in a few hours—packs perfectly in bulk. Then try one—and see if you can keep from eating another. For proof of profit, use the coupon now.

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Established 1885



CHICAGO: 510 N. Dearborn Street
MONTREAL, CANADA, 361 Place Royale

CODE 8G42

Nougat Bar-11/4 ozs.-5c

(Purchased at a subway stand, N.Y.C.)

Bar has a printed cellulose wrapper. Six pieces, each wrapped in cellulose.

Size: Good. Color: Good. Texture: Good. Flavor: Good.

Remarks: The best 5c package of nougats that the Clinic has examined this year. Well made and good eating.

CODE 8H42

Assorted Fudge-1 lb.-80c

(Purchased in a Candy Store, San Francisco, California)

Sold in Bulk, white stock box printed in gold and black.

Vanilla Nut Fudge: Color: Good. Texture: Too Dry.

COCOANUT
FLAVOR

For all types of candies. Also recommended for imitation cocoanut coatings in flaked or rolled form.

WRITE FOR SAMPLES.

P.R. DREYER INC.

Flavor: Good. Chocolate Nut Fudge:

Color: Good.
Texture: Too Dry.
Flavor: Good.

Nuts had an old taste.

Remarks: Suggest formula be checked up as fudge is not up to standard, it is dry and short. Suggest pieces be wrapped in cellulose as the fine nut dust was all over the box also would help to keep the fudge fresh.

CODE 8142

Summer Sweets-1 lb.-39c

(Purchased in a department store,

Chicago, Ill.)
Appearance of Package: Good.

Box: One layer, printed in blue, yellow and green, water scene, cellulose wrapper.

Appearance of Box on Opening: Good.
Assorted Bonbons: Good.

Mint Marshmallow & Jelly: Good.

Gum Diamonds: Good.

Nougat: Good.

Chocolate Coated Creams, Mint Fla-

vor: Good.

Remarks: One of the best boxes of its kind that the Clinic has examined this year. Cheaply priced at 39c the pound.

CODE 8J42

Clear Squares—1 lb.—29c

(Purchased in a department store, Chicago, Ill.)

Each piece wrapped in cellulose.

Colors: Good.

Shape: Good.

В

Ā

Flavors: See Remarks.

Remarks: Suggest flavors be checked up as they are not up to standard of other hard candies that we have examined.

CODE 8K42

Peppermint Sticks-14 sticks-5c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Sticks are wrapped in plain cellulose, tied with cellulose ribbon, white paper seal printed in red.

Gloss: None

Spinning out: Good.

Flavor: Good.

Color of Stripes: Good.

Remarks: The best package of sticks that we have examined this year. Suggest manufacturer check up the cost of this package as there can not be but very little profit, if any.

CODE 8L42

Fruit Filled Raspberries —4 ozs.—10c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good. Plain cellulose bag, printed paper tab on top. Each piece wrapped in cellulose.

Color: Good. Flavor: Good. Shape: Good. Center: Good.

Remarks: One of the best filled pieces that the Clinic has examined in some

time.

CODE 8M42

Caramels-1 lb.-29c

(Purchased in a department store, Chicago, III.)

Sold in bulk.

Each piece wrapped in cellulose.

Color: Good. Texture: Good. Flavor: Fair.

Remarks: Piece has a strong after taste, suggest ingredients be checked

up.

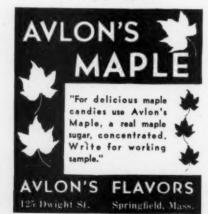
CODE 8N42

Assorted Sugar Wafers

-2½ ozs.-5c

(Purchased in a department store, Chicago, Ill.)

(Turn to page 27, please)



SSEN

CALIFORNIA ALMOND GROWERS EXCHANGE

D. R. BAILEY GENERAL MANAGER



SACRAMENTO. CALIF.

August 1, 1942

You will be interested, we believe, in these answers to the three most important questions the confectionery trade has asked us this year. You will be interested, we believe, in these answers to the three mointenance interested, we believe, in these answers to the three mointenance interested, we believe, in these answers to the three mointenance interested, we believe, in these answers to the three mointenance interested, we believe, in these answers to the three mointenance in the confectionery trade has asked us this year. TO THE TRADE:

"What about Almond Prices?" this IS an Almond Year! Our California crop this IS an Almond Year! Our California crop which will, of course, mean reasonable looks like a heavy one which will, of course, mean reasonable prices. prices.

about Quality?"

Good news again; Growing conditions have been ideal. The quality high. And Good news again; Growing conditions have been ideal. The And of new orop Almonds definitely will be exceptionally are cracking that's just half the story. that's just half the story. In our modern plant we are cracking, to grading and processing following this letter.)

You. (See the two pages following this letter) "How about Quality?"

"What's this we hear about SELLING HELP?"

Tes - it's all true.

The second and second advertising their products. We're going a lot advertising their products. Yes - It's all true. While producers of some ingredients you let lot have done a fine job advertising their products, we're going have done a fine job advertising products are urging people to further. We're advertising your candles that you and other the Almond Bars and other Almond candles that you and other facturers will be selling.

Turn to the third page following this one, for further facts.

Yours for a successful season, facturers will be selling. CALIFORNIA ALMOND GROWERS EXCHANGE

General Manager

D. R. Bailey/CN

Don't miss the next 3 pages



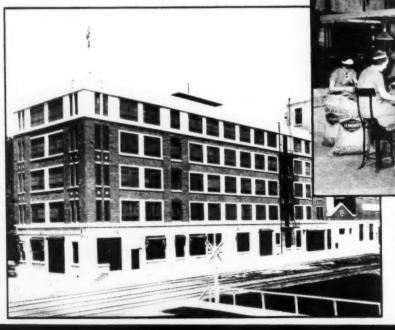
DIAMOND BRAND

ALMONDS

cra

... THE FINEST

(Below) Nowhere in the world, an Almond packing plant like this! Owned by the growers themselves—the pride of every member of this great co-operative Association! Built at a cost of nearly a milion dollars, this ultra-modern plant is full of quality-protecting equipment, designed by men who know your Almond needs.



(Above) "Orchard-run Almonds," from California Almond Growers Exchange orchards are better Almonds to start with. But not good enough to be sold as "Blue Diamonds." Many grading steps protect Blue Diamond quality—starting with these huge mechanical graders which sort the Almonds for size and remove all dust and chaff.

(Below) How would you like to shell 125,000 pounds of Almonds a day? Well, these giant cracking machines do just that—shell them carefully and gently. Then the shelled Almonds pass through special graders designed to produce 24 different sizes of shelled Almonds on a countper-ounce basis.



(Above) Hundreds of skilled workers, in spotless uniforms, hand inspect all Blue Diamond Almonds—both before and after shelling. Shelled Almonds are hand picked four different times. Nothing is "too much trouble" when Blue Diamond quality is at stake.

YOU CAN BUY

(Right) Many special quality steps—to meet special conditions. "Vacufume" sterilization to kill any possible infestation—magnifying glass inspection of special packs—modern equipment for roasting, toasting, slicing and salting. Whatever the pack, Blue Diamond Almonds must fit your needs.

(Below) And finally, Blue Diamond Almonds that are selected with such care must be protected while awaiting shipment. Huge cold storage rooms supply this need—one more reason why "Blue Diamonds" are dependably best.

(Above) Blanching Almonds—that tedious task—is done quickly and simply by these almost-human machines, especially designed to meet your requirements. After blanching, the Almonds are washed and dried in electric ovens—dried slowly and carefully for many hours to reduce their moisture content to less than 5%.

SEE NEXT PAGE FOR SPECIAL NEWS



... and it isn't costing you a cent!



I'LL TAKE THE ONE WITH

This is your advertising . . . planned and paid for by the many grower-members of the California Almond Growers Exchange, but devoted to the one job of helping you sell Almond candies.

The ad shown here is a sample of the unique cartoon series which starts October 2nd in America's biggest circulation magazines, LIFE and the Saturday Evening Post . . . selling 6,752,600 copies each week and read by over 34,000,000 men, women and children!

Ambigs of two, himself. Finstance,

a thing or two, himself. Finstance,

a thing or two, himself. Finstance,

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Candy maker does.

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Appearance of Package: Good. Printed glassine wrapper.

Colors: Good.
Texture: Good.
Flavors: Good.

Remarks: The best sugar wafer that we have examined this year.

CODE 8042

California Fruitettes-12 ozs.-49c

(Purchased in a department store, Chicago, Ill.)

Box: One layer, white printed in blue, cellulose wrapper.

Appearance of Box on Opening: Good.

Colors: Good.
Texture: Good.

Flavors: Could stand more flavor.

Remarks: A good eating piece but flavors were very weak.

CODE 8P42

Assorted Budge Mix-1/2 lb.-15c

(Purchased in a candy store, San Francisco, California)

Appearance of Pkg.: Good—Cellulose bag.

Nonpareill Gums: Good.

Panned Cream Centers: Good.

Assorted Small Gum Pieces: Good.

Remarks: Well made candy and good eating. To avoid trouble, suggest name, address, ingredients and weight be printed on bag.

- Lecithin -

Patent 1,781,672 is now void and the use of Lechithin in Chocolate is without any Patent restrictions.

Our price and quality are right.

J. C. Ferguson Mfg. Works, Inc.

130-140 Ernest Street Providence, R. I., U. S: A:

June Dollar Sales Move Up to 34%

An increase of 24% in dollar volume was reported by manufacturers of confectionery and competitive chocolate products for June 1942 compared with June 1941, according to the Census Department's report, just issued. Compared with the same month of '41, sales increase for 1942 has gradually dropped off since the all-year high of 36% recorded for April. Sales for the first six months of 1942 were up 31% over the same period in 1941. Poundage sold in June was only 6% greater than in June 1941. Average price per pound remained at approximately the same level as in the previous month (18.5c,

which is 3.6c higher than in June 1941).

Equal Chocolate Quotas Asked by N.C.A.

National Confectioners Association, on behalf of the entire industry, recently made representations before the WPB for equal chocolate quotas for all. The statement was made in rebuttal to demands by other elements in the foods industries who were asking for proportionately larger quantities of chocolate than other industries. Pointing out that the requested quota changes in favor of other industries would be discriminatory, the N.C.A. statement listed seven reasons why candy should share equally in available chocolate.





It takes a lot of "Knowing How" to make fine Chocolate Coatings.
We've been at it now for more than four and one-half decades.

HOOTON CHOCOLATE COATINGS

HOOTON CHOCOLATE COMPANY NEWARK, NEW JERSEY • EST. 1897

CITRIC ACID
TARTARIC ACID
CREAM OF TARTAR
SODIUM CITRATE



Manufacturing Chemists

CHAS. PFIZER & CO., INC.

81 MAIDEN LANE, NEW YORK, N. Y.

444 W. GRAND AVE., CHICAGO, HA.

CONFECTIONERS' BRIEFS

Seager of Huyler's Buys Into Holbrooke



Oscar Seager

Oscar Seager, vice president and general manager of Huyler's for the past 17 years, acquired a substantial interest in Holbrooke Candies, Inc., Brooklyn, New early this month. Holbrooke Candies Inc., specializes in quality candies for private-label buyers and has gained a widespread reputation for the manufacture of quality chocolates and home-style candies catering to department store and high-class food shop trade. Mr. Phillip F

Cohen, president of Holbrooke Candies, Inc., is well known in the eastern candy trade having begun in the business about 50 years ago, with Hildreth of Boston and later being associated with such other well-known firms as Park & Tilford, Apollo Chocolate Co., Massachusetts Chocolate Co., and others.

Mr. Seager and Mr. Cohen originally worked together as president and vice president, respectively, of the King Philip Chocolate Co., which was later acquired by the original Happiness Candy Stores and Mr. Cohen became its president. Mr. Seager was vice president in charge of production of the five large Happiness candy factories. In 1924, Mr. Seager left to become vice president and general manager of the Chocolate Products Co., of Baltimore, Md.

Joining the Huyler organization in 1926, Mr. Seager has been mainly responsible for the streamlining of the firm's production and the maintenance of the high quality standards in Huyler candies. He is a graduate of Cornell (class of '12) with a degree in engineering. In the First World War he served in France as a captain of Engineers in the U. S. Army. Holbrooke Candies, Inc., was organized by Mr. Cohen in 1935.

WPB Sugar, Confectionery Chiefs Changed

Douglas C. Townson, chief of the Food Branch, War Production Board, recently announced the following changes in his division: A. E. Bowman, who has been chief of the Sugar Section, has been appointed regional director of the WPB in Minneapolis. E. A. Meyer, who has been with the Food Branch since Fall of 1941, first as assistant chief and then as chief of the canned Foods section, has been placed in charge of the following sections: Sugar, Canned Foods, Meats, Grain Products, Fishery, and Dehydration. Allen Thomson, who has been assistant to Mr. Bowman in the Sugar section, has been made Acting Chief of that section. John N. Curlett, who came to the Food Branch in March of this year as Chief of the Tea Unit of the Packaged Goods section, which later, with coffee and spices, was made the Imported Foods section (of which he became chief), has been placed in charge of Bread and Bakery products, Confectioners, Distributors, Edible Oils, Restaurant, and Imported Foods, Mr. Meyer and Mr. Curlett continue as assistant chiefs on the staff of Mr. Townson. In addition, A. E. Staley, Jr., is Deputy Chief of the Food Branch.

Mullane Opens Branch in Cincinnati

John Mullane Candy Co., Cincinnati, opened a new branch in the city's Hyde Park region on June 11. A two-story building has been remodeled along Colonial lines, and in this outlet the company will sell candies and fountain service and also meals, except breakfast. The first Mullane store was opened on Baymiller street, Cincinnati, in 1848, by William and Mary Mullane, grandparents of A. G. Mullane, who now heads the company.

Hasburgh Heads Candy Sales Association

James A. Hasburgh, formerly of the Cherry Specialty Co., Chicago, and now representing the Walter Baker Company in New York State, was elected president of the National Confectionery Salesmens Association at the group's annual convention in Atlantic City recently. J. W. Watson of Baltimore, representing Hershey Chocolate Corp., was named vice president, and Henry H. Michaels continues as secretary-treasurer. The board of directors includes: James A. Wentz; Frank Hartstone; R. A. Johnson; George Grohol; Hal Ralston; A. W. Sims; John M. Wickersham; S. W. Reece, John O. Huber, and John G. Pentz.

80% Sugar Allowance Extended Two Months

Increased sugar allotments granted industrial users for July and August, will be extended through September and October, the OPA announced August 3. The increased quotas give industrial users 80% of their normal supply instead of 70%. OPA estimated that the increase for the four month period (including institutional users, whose supply was also increased) would amount to about 160,000 tons. Purchase certificates for the additional allotments will be granted when the user applies for his regular allotment for the September-October period. Applications for this period have been receivable since Friday, August 7.

Curtiss Gives Bars To Men in Service

As every man in the U. S. armed forces embarks for foreign service, he will receive a candy bar from Curtiss Candy Co., Chicago, under a plan just inaugurated and announced by Otto Schnering, president. Arrangements have been completed with the War and Navy departments for distribution of the bars to service men at embarkation points and each bar is in an especially designed package bearing the message, "Good Luck from Curtiss."

Hershey Chocolate Corporation, Hershey, Pa., for the quarter ended June 30, 1942, reported net profit of \$960,141, equal after preferred requirements to \$1.03 a share on the common stock. This compares with a net of \$1,020,580, or \$1.12 per share, in the same period in 1941.

"Double Textures"

BURRELL

- * CRACK-LESS GLAZED ENROBER BELTING
- * WHITE GLAZED

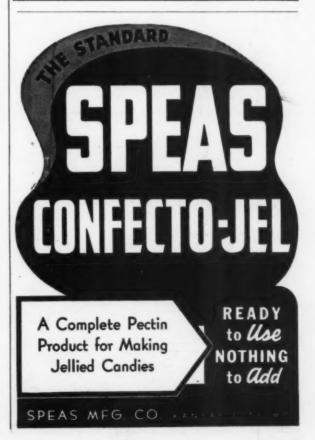
 ENROBER BELTING

Lost time and idle machinery are the "enemy within our gates" in these times. The proven ability of BURRELL's "Double Textures" to "take it" under severe conditions is your best defense against breakdowns, delays, and reduced production volume. BURRELL's are best.

"BUY PERFORMANCE"

RURRELL BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.



PURE and FRESH COFFEE FLAVORING

Assure the freshness and purity of your coffee products by using Barrington Hall Instant Soluble Coffee. The rancid oils which stale coffee and, in turn, stale the product they enter, have been removed! Write for full particulars.

BAKER IMPORTING CO.

NEW YORK

MINNEAPOLIS 212 N. SECOND ST.

100% pure

We invite your inquiries—

MILK

Sweetened
Whole
Condensed

Sweetened Skimmed Condensed
Packed in new Oak Barrels.

Page Industries, Inc.

500 Fifth Avenue, New York, N. Y.
Pennsylvania 6-0829



Interior of Factory

LIGNIN VANILLIN, C. P.

A Finer Vanillin of Exquisite Aroma A NATURAL SOURCE Vanillin originated and manufactured in the United States. quests for samples on your firm's letter-ad will be promptly answered.

AROMATICS DIVISION GENERAL DRUG COMPANY

644 Pacific St., Brooklyn, N. Y. 9 S. Clinton St., Chicago WISCONSIN, U. S. A. 1019 Elliott St., W., Windsor, Ont.

SUPPLY TRADE NEWS

Dick Rice Heads Merckens Boston Office

Richard B. Rice has been made manager of the Boston office of Merckens Chocolate Co., Inc., it was announced by August Merckens, August 1. The appointment is effective immediately. Mr. Rice takes the place of Oscar P. Sanders, recently deceased, who represented Merckens in the Boston territory for the past 18 years. Mr. Rice needs no introduction to the chocolate and confectionery industries. He has been active in this field for many years especially in the New England territory. His experience with Foss Chocolate Co., and for a number of years as proprietor of the Rice Chocolate Co., has equipped him to represent Merckens capably in this territory.

Advance Sugar Certificates For Mfrs. with Army Contracts

Food and beverage manufacturers who have contracts with, or orders from, the Army, Navy, or certain other Government agencies, may now obtain Sugar Purchase Certificates in advance of delivery of their products to those agencies, OPA announced July 27. Heretofore, a manufacturer was required to wait until he had made such delivery before a local War Price and Rationing Board could issue a certificate under the provision which permits a manufacturer to obtain sugar to replace that which was used in products manufactured for delivery to certain Government agencies.

Magnus Advocates "Made In Amercia" Essential Oils

Magnus, Mabee & Reynard, Inc., New York, will soon bring off the press a comprehensive book listing and describing all essential oils grown and distilled in the U. S., according to an announcement. In the preface is a message urging that American industry make itself independent from foreign sources of supply to as great an extent as possible. It states "during the years of 1914-1917, Magnus, Mabee & Reynard urged American industry, even then the largest users of essential oils, aromatic chemicals, flavors and spice oils, to make itself independent of foreign sources of supply to as great a degree as possible, in the interests of future security. Those who did, have reason to be thankful for their foresight. Some were deterred by the fact that the choice of American made essential oils was relatively small then.

Since 1881, The Hubinger Co., Keokuk, Iowa



page 30

THE MANUFACTURING CONFECTIONER

Moulding Starch

The situation is infinitely more favorable today. Under supervision of the U. S. Department of Agriculture, and with the cooperation of colleges, experimental bureaus and MM&R research laboratories, plantings for essential oils have multiplied manifold. Home grown and home processed oils cover a wide range today." Copies of the new book are available from the company at either their New York or Chicago office, or from this publication.

D. & O. Honor Roll Lists 30

The honor roll of men in the service who were formerly employed by Dodge & Olcott, New York, has grown to 30. The company is displaying a huge service flag in its reception room at the New York headquarters.

Robert Ritchie, Box Firm Chairman, Dies

Robert R. Ritchie, chairman of the W. C. Ritchie & Co., paper box manufacturers, died in St. Luke's hospital, Chicago, July 31. He was 69 years old and had been affiliated with the Ritchie Company, founded by his father, for the past 50 years.

Berninghaus Made General Manager of Organic Chemicals

Promotion of Julius A. Berninghaus, general manager of sales for the organic chemicals division Monsanto Chemical Co., to general manager of this division, was announced recently. The Organic Chemicals division is the firm's largest division, with plants in St. Louis, Monsanto, (Ill.), Nitro, (W. Va.) and Norfolk (Va.) and research laboratories in St. Louis, Akron and Nitro. Mr. Berninghaus succeeds John W. Livingston.

LABOR STATISTICS -

(Continued from page 17)

percentage difference in relative cost between firms with 50 or more employees and those with less than 50 was only a fraction of a point. One-tenth of all firms reported labor costs of under 15%; 27% reported costs of 15% and under 20%, and 30% had costs of 20% to 25%, as shown in the accompanying table.

The Pacific Coast, with highest average hourly earnings for employees, has a labor cost of 20%, or nearly the average for all areas. The North Central states, with average hourly earnings of 46.5c, have labor cost of 18.2%; Middle Atlantic states, with about the same hourly earnings, have labor costs of 22.7%, while the New England states have the highest labor costs of 26.1%. In the South Atlantic and South Central states labor costs are 18.9%, or slightly higher than in the North Central states.

The type of packaging would appear to have an important bearing on the relation of labor costs to total costs. Manufacturer-retailers have the highest proportionate cost, or 26.3%, and for the wholesale manufacturers the package goods labor cost is 25.8%. Bar goods report the lowest labor cost, or 16.3%, bulk goods 18.9%, and penny goods, 20.5%. A very few manufacturer-retailers produce at under 15% labor cost, while 60% of this group have a cost of 25% or over, while 70% have labor costs under 20% of the total cost. Efficiency of plant operation is a vital factor in the relation of labor costs to total manufacturing costs.





Consistent
For Millions of Gallons

Uniform quality is found in all three P & F products, Penford Corn Syrup, Confectioners C Starch, and Douglas Moulding Starch, whether it is a single drum or a tank car load, and pound or a ton. Perfect consistency is guaranteed by P & F production methods, P & F research, selected buying and sanitary delivery.



We'll help you ---

locate a Wrapping Machine that will meet your needs

[A war-time service for those who cannot obtain new machines]

You need a high priority to buy a new wrapping machine these days. And even then, it is difficult for us to promise quick delivery—equipment which we are making for the armed forces must come first.

We are, however, aiding manufacturers by locating wrapping machines of our make that will meet their needs . . . We often know of, or can find, manufacturers who have equipment they are willing to sell or lease.

One well-known company recently secured ten of our machines in this way; others have obtained from one to two machines.

This service is gratis, and we do not buy or sell any of these machines — merely bring the interested parties together.

We will also give you information about obtaining the necessary approval from Washington.

If you need a wrapping machine now, tell us its type, or send us a sample of the wrapping you wish it to do.

Write our nearest office

PACKAGE MACHINERY COMPANY

Springfield, Massachusetts

NEW YORK

CHICAGO

CLEVELAND

LOS ANGELES

TORONTO



Our machines are now wrapping many products for the armed forces—hard candy, radio batteries, gauze bandage, sulfanilamide in an easy-opening wrap for self-administration by the soldier, etc.

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Candy Distribution In A War-time Sellers' Market

by F. W. BRINKMAN

Sales-Service Division, Independent Grocers Alliance Distr. Co.

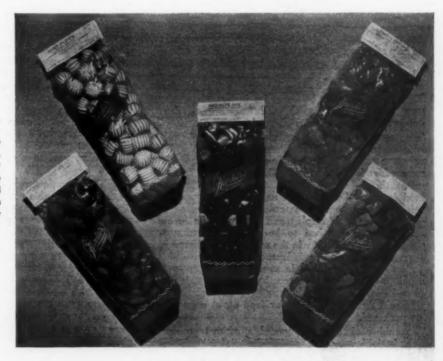
(Photos courtesy DuPont Cellophane)

his year it may be necessary for manufacturers to plan to get their candies on the shelves of the retail merchants about a month earlier than usual. There are several reasons for this, but the principal one is that for the holidays a great many of the "home folk" will be sending candy and other gifts to their sons and husbands in the U. S. Armed Services in all parts of the world. In order to assure delivery in time for Christmas, some of these gift packages will have to be in the mails early in November. The cue for the candy manufacturer, then, is to get his holiday merchandise made and delivered to the jobber and retailer already in October, and for the retail outlets to begin holiday merchandising of candy much earlier than in normal years.

Naturally, there are production problems involved in stepping up the holiday schedule. For one thing, the availability of supplies and raw materials earlier than usual is going to be a special headache this year because of curtailment and shortages, and transportation. The sugar situation has been eased considerably, of course, since the OPA increased the allowance industrial users may draw on their quota in the months of September, October, November and December. (This additional two-month's period has just been announced.)

Holiday merchandise this year will feature a greater line of non-chocolate items than we've seen in many years. The chocolate situation indicated by the shortage of beans and processed stock in the country and the low import rate (about 20% of last year) of beans points the future in no uncertain terms. With an allowable grind 60% of normal and the prospect that this may even be drastically reduced, chocolate candies are going to be at a premium this Christmas. The candy buyer this year is having real difficulty obtaining the quality of chocolate items that his trade demands. The retail candy merchant, therefore, has to be a merchandiser more than ever this year, for he will not have in sufficient quantity what the public wants, and it will be up to him to make something else do. This calls

There is a very noticeable trend to packaged bulk candy at present. Self-service operation of grocery stores has been the chief cause for this trend, and it becomes still more important as the War reduces the available grocery and candy store help.





Another typical line of bulk candy packaged in cellophane for visual sales appeal and ease in handling in self-service stores.

for the finest kind of a merchandising job in candy outlets, for it is never easy to sell a customer something else when he demands what he has been accustomed to getting.

Another noticeable trend in candy merchandising is the reduction in the amounts of unpackaged, bulk candies available. There seems to be no visible reduction in bulk goods so far, except in certain items, but the trend of the times is to put this bulk candy up in packages, rather than to sell and ship it in largepoundage boxes and cartons. Bulk candies that are packaged in half pound and full pound bags (preferably transparent) are becoming more important every day. They are easier to handle, both by the store and by the customer. Packaging is particularly helpful in the stores today, because there is a distinct shortage in store help as a result of young men going into the Armed Services and young women getting good-paying jobs in defense industries or other occupations incidental thereto. It was the practice in many stores, in normal years, to buy their bulk candies in large bulk containers and then repackage them. But the help situation today has made this practice almost impossible.

The trend in packaged merchandise is also probably directly attributable to the service changes which have come about in chain stores as a result of the success of self-service units. These units, of course, predicate their efficiency on the fact that all merchandise offered is packed in handy units of a pound or fractions thereof, so that the customer need but reach on the shelf or aisle display and take what he needs. Thus, candy too has had to be packaged so that it could take its proper place in the merchandise offered in self-service stores. The independent retailers, quick to follow efficiency methods in store operation, are now demanding that their candy, too, be packaged in handy bags and packages. And almost all types of candy that can be sold through a grocery or food outlet must now be so packaged.

The rubber situation has posed a serious problem for candy jobbers. The conservation orders covering

operations of trucks and cars for certain types of merchandise may seriously affect the size of the territory which a jobber can now cover. This will be particularly serious for the wagon distributors. But what is poison for one person may turn out to be gravy for another. As the picture looks today, the grocery jobbing houses may, if they can get the candy, become a much more important factor in candy distribution. There is no serious curtailment of the distances they can cover with their deliveries other than such limitations as they are already dealing with, and their routes will be kept open for delivery of foods no matter how serious the rubber situation is now or may become later. True, their deliveries may be, and have already, been put on a schedule of less frequency, but they will continue to deliver so long as there is food to deliver.

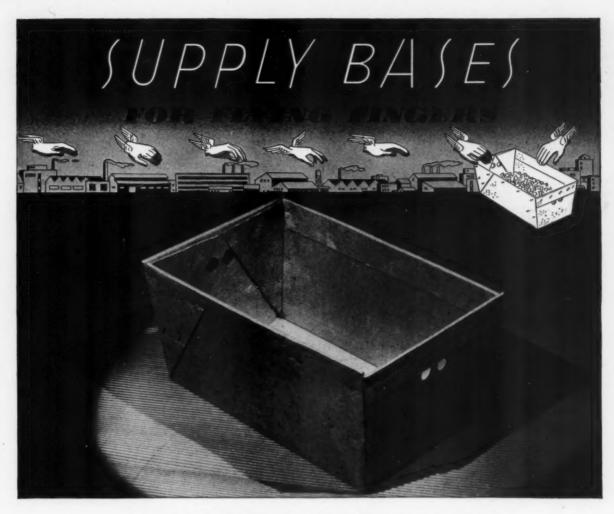
It will behoove the manufacturer, therefore, to give some serious consideration to this type of wholesale outlet if a real problem develops through curtailment of deliveries by regular candy jobbing firms. It might be well, too, to work out an arrangement with wholesale distributors whereby they would accept delivery of holiday candies earlier this Fall. Some years ago, several Chicago candy manufacturers formed a shipping association by means of which they could obtain the benefits of railroad pool car shipping. It has been something of a mystery why a similar set-up has not been organized for pooling truck shipments. Perhaps that is something which may develop from the present transportation problem.

Lines Being Dropped As Result of Shortages

A great many lines formerly offered by candy houses have been taken off the market and others will surely follow. Many of these lines were introduced merely to meet competition and as such, they had no real place in the candy picture. Candy manufacturers and dis-tributors alike will be glad to see such lines eliminated. At best, they were a headache for everyone concerned. However, as shortages become more serious, we may see a really fine line occasionally drop by the wayside. Bars, and other lines, have been reduced considerably in some cases. Some bars have been very successful in small areas or territories, and manufacturers have consistently made money with them. Perhaps the chocolate sit-uation may eventually force such bar lines out. But for the sake of continued public goodwill even in a limited territory, it would seem to be better to sacrifice some other non-branded line than a bar line which is serving the double purpose of making money for you and also advertising you, to a certain extent in your sales ter-

Cookie manufacturers are reporting the largest sales in their history, this year. The reasons for this are very apparent, and they apply, I believe, to candy as well. As a result of sugar rationing, the home baking of cookies and cakes has dropped appreciably. Where families formerly demanded home-made cookies and cakes, they are now going to the bakeries for these items in order to stretch their own available sugar supplies. I believe we're going to have that same situation with candy this Christmas.

Families who have made the bulk of their holiday candy right back in their own kitchens, will this year go out and buy commercial candy in order to make their home sugar supply go further. Place this ad-



H&D CORRUGATED TOTE BOXES CONSERVE CRITICAL MATERIALS

In hundreds of war factories where vast quantities of small parts must be handled swiftly and accurately . . . where women workers make it imperative to check injuries and fatigue . . . where all critical materials must be released for production, H & D corrugated tote boxes are proving to be practical, efficient "speeder-uppers" for war schedules. Here's why:

Economical — constructed of inexpensive available materials, H & D corrugated tote boxes save you money in original costs.

Light Weight—easier to handle, they lessen worker fatigue, help reduce costly errors in handling small parts on production line or in storage.

No Hazards—flying fingers aren't ripped by jagged edges.

Adaptable to Many Jobs—available in many sizes, styles and sturdy shapes for an infinite number of production line, intra-plant haulage and storage operations.

Save Storage Space—delivered set-up and nested, as is the model illustrated . . . or flat for quick, easy set up. Talk to your Production Line and Stock Room Men. Learn specifically how and where you can save money, materials and minutes with H & D corrugated tote boxes. You'll find the styles your men want in H & D's free bulletin "Tote Boxes." Write for your copy today.

BETTER SEE H&B authority on Packaging

HINDE & DAUCH 4259 DECATUR STREET, SANDUSKY, OHIO

PACTORIES IN BALTIMORE • BOSTON • BUFFALO • CHICAGO • CLEVELAND • DETROIT • GLOUCESTER, N. J. • HOBOKEN KANSAS CITY • LENOIR, N. C. • MONTREAL • MUNCIE • RICHMOND • St. LOUIS • SANDUSKY, OHIO • TORONTO

for August, 1942

page 35



Completing plans for meeting to be held Sept. 14 by manufacturers' representatives with the Army's Chicago Quartermaster Staff, at the Hotel Sherman, Chicago.

ditional demand on top of the already high general demand for candy, and you have some appreciation of what the candy industry is facing this year.

Must Continue Candy Merchandising Efforts

Dark as the picture looks, with a record demand on one side and a shortage of merchandise on the other, it will not do at all for the candy manufacturer to abandon his merchandising efforts. As manufacturers and distributors, we are interested in the public and we want to retain their patronage and good will, even if war conditions make it impossible to satisfy them 100%. At I.G.A. we are continuing with our merchandising efforts for we feel that merchandise left on the shelf and in the stockroom is of benefit to no one, neither the customer, nor the distributor, nor the manufacturer. And don't think that even in times like these, merchandise cannot very often fail to move. It can fail to move and it does fail, often; too often. We like to think it is better to have the retailer out of a line and clamoring for more than for his shelves to be glutted simply because we have not provided him with the tools for moving it. I think the candy manufacturer's problem is much the same even under present conditions. Provide the merchant with sales cards, posters, and display materials, especially for the holidays. By doing so, you will help him with his own problem of persuading his customers to buy such candies as you have been forced to make this year as a result of shortages.

One final word of warning for the manufacturer Some distributors this year are coming into the candy market for candies which they have been making themselves in former years. The general curtailment of raw materials has forced some of them to abandon their own manufacturing efforts, and where formerly they bought only part of their supplies from manufacturers, this year they hope to obtain their entire supply on the outside and manufacture no candy themselves. Now, I know these distributors represent a large volume, as a rule, and it is a great temptation on the part of candy sales managers to take some candy away from less formidable distributors and sell these large distributors all they want, in the hope that they will continue to buy all of their candy, and not manufacture any, in future years when the war is over.

This is a false hope. Such distributors are curtailing their own manufacture simply to shunt their sugar and chocolate supplies into their other merchandising operations. When the war is over and supplies are again ample, they will return to manufacturing their own candy. In the meantime, the candy manufacturer has severed himself from perhaps quite a number of smaller distributors in order to help this big fellow. So the scramble to obtain distribution starts all over again, with the addition that you have helped a direct competitor at a time when you yourself needed help.

a time when you yourself needed help.

Don't succumb to this temptation. Take care of all your present distributors to the best of your ability. Most of them have stuck with you through bad and good times, and they deserve an equal break now. Continue to distribute your candy equitably among all distributors who were on your books last year, and they will again see you through when times get bad, some time in the future.

Big Chicago Jobbing House Sells Out

Purchase of the business of Leo J. Wilk, Inc., Chicago, was announced early last month by Jerry Drell, secretary and treasurer of the M. Udelowish & Co., Inc., Chicago, the firm which took over the Wilk business and thereby became one of the Middle West's largest wholesalers of tobacco and candy. With acquisition of the Wilk accounts, the Udelowish firm located at 1946 West Madison St., will do a sales volume in excess of \$10,000,000 annually, it was stated by Mr. Drell.

FTC Order Hits Western Association

Federal Trade Commission on July 2 ordered the Western Confectioners Association, its officers, and directors and trustees, and 18 of its members to cease and desist from entering into or carrying out any agreement or combination to establish or maintain uniform or minimum prices. The order directs the respondents to discontinue any concerted action or agreement to classify purchasers of their products for the purpose of fixing or maintaining uniform discounts for the customers in the respective classifications, and prohibits them from coercing or attempting them to coerce manufacturers, by threats of legal action or otherwise, to maintain uniform prices or minimum prices fixed by the respondents.

Sweets for Overseas Soldiers

Hard candy in six flavors is being shipped to all overseas troops as part of the regular field ration for soldiers on duty anywhere outside the continental limits of the U. S., the War Department announced recently. The Quartermaster Corps has just completed contracts for 2,500,000 lb. of this candy which will be issued free to the men. According to subsistence officers, the confection is of a very fine quality, similar to that found in the better candy shops. This candy is packed in half-pound paper bags, with 20 bags placed in a special moisture-proof, fibre container with metal ends. The pieces are 1½ in. long and about ½ in. in diameter, with from 80 to 140 pieces to the pound. All of the candy is of the "sanded" type, with a coating of fine granulated sugar to prevent adhering of pieces in warm weather.

William W. Fitzhugh, chief of the Setup and Folding Paper Box Section, Container branch, WPB, recently issued a statement to the effect that in view of the present abundant supply of paper and paperboard, no restrictions on the manufacture of any type of paper box are contemplated, and the use of gift and Christmas boxes is not prohibited.

"CELLOPHANE DEFENDS US AGAINST HUMIDITY"

of Albany, Georgia



UR variety line has to face all kinds of conditions in all kinds of stores. Not the least hazard is the humidity of our Southern weather. It makes candy damp and soggy.

"But we have maintained our reputation for good hard candy and other variety items by always keeping them dry, bard and crisp. We do this with Cellophane protection. It keeps our variety line factory-fresh and full of flavor."

Du Pont Cellophane helps prevent waste by keeping candy salable longer. This is a significant contribution to the conservation of sugar and other resources of our nation. E. I. du Pont de Nemours & Co. (Inc.), Wilmington, Del.

* PREVENTION OF WASTE IS A NATIONAL NEED





Candy Packaging Clinic - - -

CONDUCTED BY CANDY PACKAGING BOARD OF THE MANUFACTURING CONFECTIONER

Clinic Meetings of the Packaging Board are held Quarterly at M. C. Chicago Offices on 15th of the following months: January, April, July, October

Fruit & Flower Novelties No Weight—25c Apiece

CODE 8142—Description: Mints and sugar-coated almonds attached to wire stems and then wrapped in clusters, to resemble berries, flower petals, etc. The pieces are individually wrapped in colored cellophane after they have been attached to the wire. Each also has an artificial leaf. Each cluster resembles a corsage or a bunch of artificial berries or flowers such as formerly used to decorate women's hats.

Remarks: The clusters have been considered by the Clinic merely for their novelty appeal. Outside of the individual wrappings on each piece, there is no packaging operation or problem involved. As unusual and well-made candies, these clusters rank as outstanding. Yet, their appeal will be distinctly limited. One thought suggests itself in connection with the "berries." These clusters might well be sold to package-goods manufacturers for use as Christmas box decorations instead of the usual artificial holly berries so used. Thus, a Christmas box of candy would incorporate even decorative elements which are candy, which would add distinctly to the "holiday" atmosphere of a gift box of candy so decorated.

Bon Bons

1/4 lb.—35c

Code 8242—Description: Printed cellophane bag containing bon bons in various pastel shades. Bag is tied with ribbonzene.

Design: The bag is printed on one side with a design which includes a crest at the upper left, the name of the manufacturer in script diagonally across the center from lower left to upper right. At the bottom is a plain black narrow band containing general copy which is overprinted in red. Black and red in suitable contrasts are the colors used for this design.

Sales Appeal: The purveyors of this high-priced candy have a single very exclusive candy shop in the East. Therefore, any criticism of weight and price must be tempered by the realization that customers of this type of shop are not price-minded and therefore, can easily afford to pay a high price for very little candy. Nevertheless, by ordinary standards, this pack-

age is entirely out of line for price and amount of candy given.

Remarks: Inclusion of the cups in the bag does not accomplish the effect it was hoped to achieve. Instead, the cups become separated from the pieces and tend to work to the outside, so that the good colors of the pieces, which it was desired to show through the transparent bag, are almost completely hidden. In addition, the cups give a somewhat untidy appearance to the whole package. Why not eliminate the cups entirely and let the candy and its nice colors have a real chance to "work" on the customer.

Caramels

1/4 lb.-35c

Code 8342—Description: Large, soft caramels individually wrapped, in a cellophane bag which is quite narrow at the bottom and flares out at the top. The name of the manufacturer is printed across the top portion of the bag in such a way that when the contents are tied in, the upper portion remaining is the sales or advertising "tag" for each unit.

DECOPAD

"SPECIALISTS IN THE PACKAGING FIELD"



Check these packaging supplies . . .

CANDY MATS
(Flossine, Padsif, Decopad)
DIPPING PAPERS
SHREDDED PAPERS
GLOBULAR PARCHMENT
GLASSINES
WAX PAPERS

EMBOSSED PAPERS
CHOCOLATE DIVIDERS
BOATS AND TRAYS
(Plain and Printed)
LAYER BOARDS
DIE CUT LINERS
PARTITIONS
PROTECTION PAPERS

. . . and write for samples and prices

GEORGE H. SWEETNAM, Inc.

Design: Consists of a diagonal white area on the upper portion of the bag from which narrow white lines carry up and down in an area covering about one-half the upper portion. Against the solid white diagonal background is printed the manufacturer's name in very wide and fat red letters.

Sales Appeal: Granted that the caramels in this bag are of superior quality, the Clinic feels 35c for a quarter pound is exhorbitant. There will be a very limited market for this goods even among the very high class trade.

Remarks: Caramels, especially caramels as good as these, are well adapted to merchandising in a cellophane bag. The contents of this bag consisted of vanilla and chocolate caramels of excellent eating quality. Yet the Clinic feels 35c is too much for eight pieces. Under the WPB's rulings on cellophane, the manufacturer will henceforth have to do one of two things he is now doing in combination in this package. He will either have to omit the individual cellophane wrappings on each caramel, or he will have to use some other material for his bag. He cannot continue to use both, as in this package. The determining factor in the application of cellophane to food products is the "protection" factor, not the decorative or display factor.

Fruits and Flowers

10 ozs.-50c

Code 8442 — Description: Shallow folding box, cellophane wrapped, printed in five colors, containing a variety of individually wrapped pieces of chewy and hard candies in different flavors. The individual wraps include cellulose, glassine and paper, with some inner wraps of wax paper. Some of these pieces are twist-wrapped, and others fold-wrapped. All of this wrapping appears to have been done manually.

Design: The cover of the box contains an artistic center panel on the upper portion showing a modernistic illustration of fruits and flowers. Below this on a curved line rising at each end, is the name of the assortment. This is in brown lettering. Directly underneath this on a straight line, in blue, a further description of the candy. Underneath this, in fat green letters, the charactertistic trade name of the manufacturer. The Clinic feels this design would be made more appealing by reducing the size of the lettering which describes the assortment and thus, permitting the manufacturer's name to impress itself to better advantage. The present design achieves this to some degree, in that the green of the lettering of the manufacturer's name is by far the most compelling part of the cover design.

Sales Appeal: The Clinic found these candies to be very good eating. Of a distinctly foreign character, the candies evidenly contain high quality real and imitation flavors. At 50c this is a good value.

Display Value: Good. The box is colorful to attract first attention, and the candies follow-through with good eating quality.

Remarks: An effort has been made to put this package within the labeling provisions of the Food-Drug Act, by adding a line on the main panel stating that the ingredients information may be found on the bottom side of the box. Unless a special ruling has been obtained on these boxes, which were apparently imported before the War, the Clinic feels the manufacturer should make further investigation as to the legality of this present ingredient listing procedure under the Food-Drug Act, particularly if this candy is going into interstate commerce.

DeLuxe Chocolates

1/2 lb.-80c

Code 8542—Description: Telescope box of which the lower portion has an extension edge. The box top is covered with a pale tan embossed paper which in turn is embossed in gold. The lower portion is entirely covered with gold-coated paper and the candy is placed into this portion in a separate



New line of oval boxes featuring floral designs being utilized now by Steven's Candy Kitchens, Chicago.

tray. The whole box is cellophane wrapped and the cellophane wrapper is secured with an embossed gold seal. The box also contains an insert on which the manufacturer guarantees the candy for 15 days.

Design: The manufacturer uses the same design on all of his boxes and on his bar wrappers, one of which the Clinic viewed recently. It consists of a script reproduction of the name, running at a slight angle across the right portion of the box top. This script lettering, rather large on this box, is set off by a relatively narrow band of thin parallel lines running vertically out of the lettering and up and down to the sides of the box top. In the upper set of parallel lines, the manufacturer's characteristic crest has also been placed. Other information is below the script trademark name in plain block lettering. All of this is in embossed gold, which, against a pale tan background, is practically nil as to sales compulsion elements. There is nothing at all in this box top design or the colors used for it which would attract a buyer.

Box Findings: The inner tray has been mentioned. Around the assortment is a complete liner of embossed cellophane in a screen design. This is secured at the top by a paper printed label. The individual pieces are in tiers, and each tier is separated from the other by modified scallop-edged dividers. There is a glassine-underlined embossed pad over the top of the single layer assortment. The package insert lay between this and the liner around the candy.

Display Value: Negligible on account of the poor choice of colors for the box top. An effort has been made to impart a sense of "class" into this box, but is it wise to sacrifice salescompulsion for that "high-class" feeling when the two have been, and are by others, achieved so successfully together?

Sales Appeal: This manufacturer has achieved a certain following in his

trade area among the buyers of very expensive candies. The following has been gained by other means, certainly not by the packages used. Even though this candy is sold principally through the manufacturer's own shop, it is felt that a complete modernization of the packaging elements, with a tasty use of more compelling colors would go a long way toward attracting more trade.

Remarks: This package, too, incorporates a rather unorthodox method of listing the ingredients. They are listed on the side of the box, as is done by most other manufacturers, but in the Clinic's interpretation of the labeling requirements of the Food-Drug Act, the first line of such listing must appear on the upper main panel of the box. All that is done on this box to comply is to put the word "Ingredients" on the upper main panel. There is nothing to indicate that the listing of ingredients is immediately under this on the side wall, although the legal distance between the word "ingredients" and the actual listing seems to be correct. This should be investigated if these candies are sold in interstate

Assorted Chocolates

1 lb.-70c

Code 8642—Description: Cellophane wrapped, extension-edge box (half telescope) containing rather large-size light-coated chocolate pieces with a variety of centers.

Design: The lower position of the box is covered with a flint paper stock which is printed in a pattern of parallel gold lines running vertically up the side walls. The box top is a flint stock which is partly embossed with foil. The embossing is so accomplished as to leave a large scroll-like area covering most of the upper portion of the top, in which the manufacturer's name is embossed in characteristic script lettering. The outlines of this area are edged in red overprinted on the gold. Under-

neath this large area is a plain wide panel of red running completely across the box. The description of the assortment is placed in the center of this area in reverse gold lettering against red. Other information is to the left and right of this, in white over-print, small letters. The Clinic's reaction to this design was mixed, but it was felt the manufacturer would probably change this design eventually, since he will have to go to another type of box when his stock of this one, containing gold foil, is exhausted, since foil is no longer available for candy purposes.

Box Findings: A piece of wax paper protects the candy from the box cover. Two pieces in the upper layer are wrapped in red foil. Candy is in brown glassine cups of a color dark enough to give good contrast for the light-coated pieces. There is a layerboard and another piece of wax paper between the layers, and a simple criss-cross divider in the bottom layer helps to support the upper portion.

Display Value: Fair. This box was seen in a candy display in a railroad station, where it gave a pretty fair account of itself, visually, in competition with other fine packaged candies.

Sales Appeal: This candy seems fairly priced and the red and gold color combination should exert a good "pull" on buyers when the candy is properly displayed. This, in spite of the somewhat unconnected, loose impression given by the box top design.

Remarks: Such criticism as developed in the discussion over this box design centered around the size of the panel containing the name and the emphasis given to the panel size by the red scroll work around the white area. It is felt that much neater, trimmer effect could have been accomplished by a more simple outlining motive and the inclusion of some additional copy in small lettering underneath the manufacturer's script trade mark, so as to soften the starkness of the present set-up.

Jelly Assortment

1 lb.-60c

Code 8742—Description: Single-layer telescope box. Box top covered with litho paper in red and white. Contains assorted jelly candies which are sugarsanded and cupped to prevent sticking together.

Design: The box top is divided into three distinct areas. The upper portion is a narrow white band in which the trade mark name is shown in slim and curved narrow lettering. Then there is a broad red band completely across the box, at the center of which there is a line sketch of a floral design. The remainder of this solid red background is broken by small white dots placed at regular intervals. Below this, but separated by a narrow white line, is another red area, but narrower. In this area, the description of the candy

is given in tall and heavy reverse white lettering. The design is rather pleasing. It is used, with slight variations, for two other assortments in this manufacturer's summer line. On this particular box the register is apparently a little off, for the listing of ingredients does not begin on the top side of the box top, as required by the Food-Drug Act. Instead, it appears entirely on the front wall.

Box Findings: First a tissue paper pad, directly underneath the cover. Then a sheet of wax paper. Each of the larger pieces has its own white glassine cup, and where several pieces are in one nest, they, too, are placed in white cups. The box is divided into seven compartments by a criss-cross divider of roughcut white paperboard.

Appearance on Opening: Color and appearance of the candies are generally very good. There is no special "trick" in the manufacture of any of these pieces and the workmanship on this assortment seems to be as good as the average.

Sales Appeal: At 60c, this assortment seems a little high priced. It is, of course, possible that because this box was picked up in a railroad station the price may have been a little higher than normally received for it.

Display Value: Very good. In the display where these boxes were seen, they stood out among many other boxes. In the mint assortment using

this same design, the colors are green and white, and in the summer assortment, the colors are blue and white.

Remarks: This is a good box design that can be used (as the manufacturer has done) on various assortments, with changes in colors to suit the candy. The Clinic suggests that the manufacturer check on this matter of where to carry the ingredients listing, since the law is very explicit on the proper placement of the ingredients information, and this candy is sold in inter-

Oval Chocolate Assortment 2 lb.-\$1.25

Code 8842-Description: Extensionedge oval shaped box of paperboard covered with varnished litho paper containing an assortment of chocolates. creams, nougats, soft wrapped cara-mels, jellies, etc. This same container is also used for an all-chocolate assort-

Design: In keeping with this manufacturer's usual custom, the box top design features flowers, in this case, an exquisite lithographed reproduction of morning glories on the vine. Produced exclusively for this manufacturer by a Chicago artist. The blue and the green used for the blossoms and the leaves of the morning glory are a most faithful reproduction of the real thing. These color elements of the

flower and vine are placed against a shaded tan background which gives good contrast. Name, address, ingredients, and other information are carried at the lower point of the oval, the name in delicate script type, and the ingredients listing in small block letters, in blue. This incidental "copy" in no way detracts from the main design theme, and the flowers remain dominant. Sidewalls and lower portion of the box are brown.

Appearance on Opening: This assortment is a fine demonstration of the manner in which a little reflection and forethought can produce a better-thanaverage assortment that has appearance, appeal, taste and character-despite shortages. There are just enough chocolate pieces to attract attention. Some very novel ideas are apparent in some of the pieces; for instance, two white bon bons are half-flipped in medium dark coating. Two other pieces in the upper layer are topped with flat chocolate nonpareil pieces. One jelly piece is half-dipped. And so on. An interesting pack.

Box Findings: Glassine-underlined embossed pad over top layer. Pieces are in white glassine cups. White corrugated pad between layers, and a piece of white wax paper between this and lower layer. Several of the pieces are individually wrapped in cellophane.

Sales Appeal: Priced at \$1.25, this is

NEW, SAFE DE-SCALING METHOD **QUICKLY REMOVES LIME-SCALE**

THE next time you remove lime-scale deposits from your water-cooled candy cooling slabs, tables, cream beaters, storage and tempering tanks, try Oakite Compound No. 32. Note how this SAFE, fast-working material thoroughly, quickly rids equipment of insulating deposits, restoring normal heat transfer efficiency. Also use it for de-scaling Diesel cooling systems and mechanical refrigerating equipment. Write for a FREE 24-page booklet giving details.

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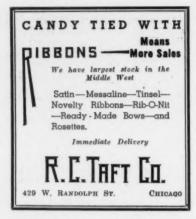
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IDEAL WRAPPING MACHINE CO.

MIDDLETOWN, N. Y.

U. S. A.



a most excellent assortment that will have wide appeal for the average customer. This assortment of variety pieces is particularly well-adapted for the summer trade. The chocolate assortment features light and dark-coated pieces—an equally good value.

Display Value: Very good. We have spoken of this manufacturer's preference for floral designs—not just any floral design, but something really outstanding. This manufacturer's line has always been outstanding for the excellence of the floral reproductions on its boxes, and this morning glory box, using paper entirely, is no exception. It should sell well.

Remarks: This oval box line, entirely of paper, is this manufacturer's answer to the tin shortage which has eliminated round and oval tins from use by the manufacturing confectioner. As it stands today, this line of paper boxes is already a very superior product to that available only a few years ago. As the manufacturers of these boxes gain more experience, they are coming up with better boxes still, and the Clinic feels these improved "ovals" and "rounds" will remain real competition for the tins formerly used by the packers of fancy assortments for retail and wholesale trade.

Victory Assortment 2 lb.—No Price Established

Code 8942 — Description: Square, two layer telescope box having a modified extension edge on the lower portion. This box is covered with a heavy litho paper stock on both the body and the box top. Contains a variety assortment of chocolates, sugar crystal pieces, wrapped pieces and caramel and nougrats.

Design: This design was described in last month's issue of THE MANU-FACTURING CONFECTIONER (see page Against a Tuly '42). black highly-varnished background appears a modernistic figure of an eagle of victory, the main portions of which are light blue, but in which red and white have also been woven rather cleverly. The identification mark tying this box to the manufacturer's other lines is in the extreme upper left corner in the form of the chanticleer figure which has formed the basic theme for all this manufacturer's packaging. At the lower right, in reverse white, the word "Victory" and underneath this, in blue, the word "assortment."

Appearance on Opening: In keeping with the name of this assorment, an attempt has been made (successfully, we think) to incorporate into the upper layer pack some features which would tie the candy and its name together. Thus, there appear blue and white stars and bells (in crystallized cream work) throughout the rows of chocolates. Two red and silver foiled pieces also add to this "touch." Further contrast is added by several individually wrapped nougat pieces. No customer has yet seen this assortment, hence, · no experience exists for actual check-up on customer reaction. The Clinic believes it will sell well.

Box Findings: (Based only on upper layer). Since the Clinic's sample of this box is the first that has been assembled, future samples of this assortment may include modifications. Scallop-edged brown dividers are used

to hold the candy in rows or tiers. Each piece is in a brown glassine cup. Three pieces are foiled. Four pieces are individually wrapped in cellophane. White cups are used for the three stars running diagonally through the pack from upper left to lower right. The box is equipped with scallop-edge white paper flies printed with a meander design, in gold.

Sales Appeal: Without knowing the projected price for this assortment, it is somewhat difficult to determine its customer appeal. The price will probably fall somewhere between \$1.50 and \$2. The Clinic predicts a very fine future for this assortment in this outstanding box.

Display Value: In this day when the use of a patriotic appeal of one kind or another is a rather common thing, this assortment will still exert a very telling and compelling urge upon the customer who sees it in the store window or on the counter. The design is so striking that it cannot help but attract.

Remarks: The Clinic has but one suggestion: that the plain paper flies on the box be eliminated, or at least replaced by a lace fly having a design that is similar to the one now printed on the plain white scallop-edged paper.



Cellophane Order L-20 Further Amended

Cellophane limitation order L-20, as amended June 8, 1942, was further amended July 22, as follows: Subparagraph (27) of paragraph (b) was amended to read as follows: (27) All window cartons, except for food products. Paragraph (b) was also amended to add the following subparagraph (28), as follows: (28) All carton overwraps where used as protection for the carton rather than for the product itself.

Some individuals in the confectionery industry are still not clear as to the WPB's June 8 amendment to L-20 as it affects the use of cellophone on candy. To quote the exact words of Section 25 of the Limitation Order as amended June 8, cellophane is prohibited on "candy products and chewing gum, except where used as a protection for the product itself." Since in a great majority of its confectionery uses cellophane is employed for its protective value against deterioration and contamination, this is sufficient justification for the

continuation of cellophane on these items. In connection with individual pieces of candy which are placed in a bag, the use of cellophane and similar transparent materials derived from cellophane is allowable either as a wrap for the individual pieces, or as a bag, but not for both.

Koch of Shellmar Now with Milprint

Thomas W. Koch recently resigned his position with Shellmar Products Co., Mt. Vernon, Ohio, to become affiliated with Milprint, Inc., Milwaukee, Wis., in a special sales capacity. Mr. Koch's background covers a score of years in various phases of packaging. His activity, particularly in the field of visible packaging, began at the time transparent cellulose first came into general use as a packaging medium, and he has since fathered many significant packaging developments. He is credited with having pioneered the use of printed cellophane in the meat packing industry.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



MACHINERY FOR SALE

BEST OFFER takes: 16" Enrober, fully equipped. 300-lb Chocolate Melting Kettle and other equipment. P. J. Leenaars, 367 N. Washington Ave., Battle Creek, Mich.

FOR SALE: 1 Lot Penny, 5 & 10c Flat Solid Chocolate, also 2 face Solid Chocolate, all year around, Easter and Christmas Moulds, 1 Lot of Push Cards. For full information and bargain low prices, write Love Manufacturing Company, 131 Henley Road, Overbrook Hills in Merion, West Park Station, Philadelphia, Pennsylvania.

MACHINERY FOR SALE: Racine beater and cooler. Good condition and a real bargain. Consists of a beater with frame which holds cooler above it. Willing to sell at a very reasonable price. Address Box D-4426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE: Two 150 lb. Racine Chocolate Melting Kettles. Motors attached. Excellent condition. Barbara Fritchie Chocolate Shoppe, Box 644, Frederick, Md.

MACHINERY FOR SALE: One 3
Bag Peanut Roaster; One Peanut
Fryer, large size, latest design; Two
Peanut Cooling Tables, complete with
motors; One Peanut Blancher. This
equipment is in good working condition. Ucanco Candy Co., Inc., Davenport, Iowa.

1 NO. 3 Schultz-O'Neill Sugar Pulverizer, without collector. In A-1 condition. Too large for our use. \$250.00. Spangler Candy Co., Bryan, Ohio.

FOR SALE. Caramel Cutters, Thos. Mills & White 4-20", 2-15"; Ball Beater—5 ft.; Huhn Starch Dryer; Cut Roll Machine; Chocolate Kettles—National Equipment and Racine—2-500 lb. 5-300 lb. 2-150 lb.; Carrier Air Conditioning Unit—15 ton practically new; Revolving Pans 36" diameter; D. C. 120 V. Motors ¼ to 13 H.P. Address Box C-3424 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

COPPER STEAM JACKETED KETTLES, 25 gallon capacity to 250 gallon sizes, with and without agitators, ready for immediate shipment, excellent condition. Address E-5425 c/c. The Manuscripture.

E-5425, c/o THE MANUFACTURING CONFECTIONER; 400 W. Madison

Street, Chicago, Illinois.

FOR SALE: STICK CANDY SIZER

AND TWISTER-four sets of sizers, two of them for a three-corner twist and two for the round stick candy 1/4 and 3/8 inch in diameter, has eight sets of gears. It is equipped with a Crocker Wheel Motor 1.75 ampheres, 220 volt, 720 revolutions. Equipment purchased new 1933, but used very little. Our price \$700.00 f.o.b. St. Joseph. Racine BALL CREAM BEATER-60 inches in diameter, 3 feet high, has scraper and two plows, in good workable conditon, belt driven. Our price \$175.00 f.o.b. St. Joseph. Sax Mayer TYING MACHINE— \$60.00 f.o.b. here. STAPLING MACHINE—Stimpson, Model 489, Serial No. 4892613, 48 inches high overall, operates with foot pedals, \$25.00 cash f.o.b. St. Joseph. Chase Candy Co., St. Joseph, Mo.

Candy Factory in Southern California for sale, established eighteen years, doing good business in penny and five cent numbers, well equipped for hard candy, marshmallow and chews. Employ sixteen people. Owner expects to be called by draft board. Address E-5427, c/o The Manufacturing Confectioner.

RETIRING from business. The machinery listed is all in good order and will be sold at a sacrifice. 1 Springfield Continuous Cooker, 1 Simplex Vacuum Cooker, 1 Hildreth Puller 200 lb., 3 Model M Die-pop Machines, 1 Package Lollypop Wrapper, 1 Werner Ball Machine, 3 Package Ball Wrappers, 1 Brach Machine & Conveyor, 1 Drop Machine 6 sets Rollers, 8 3 ft. by 8 ft. Steel Slabs, also kettles, batch warmers, scales, etc. Address C-3423 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

FOR SALE: 1 Lot Penny, 5 & 10c Solid Chocolate, all year around Easter and Christmas molds. Also 1 lot of Push Cards and Punch Boards. Love Manufacturing Co., 535 Tioga St., Westmont, Johnstown, Pa.

RACINE pop machine with one set of moulds, open fire forced draft gas stove, Racine chocolate melting kettle, steel table rods. H. L. Feldman. 15610 South Moreland Blvd., Cleveland, Ohio.

TWO Package Machinery Model KH long salt water taffy cutting and wrapping machine; two Mills batch spinners, and Hildreth factory size pulling machine. Very good condition. Address E-5424 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

MACHINERY WANTED

WANTED: Package Machinery Model FA Wrapping Machine or other make to wrap 1 lb. Cherry boxes in plain or moisture proof cellophane. Describe fully and quote price. Address G-7424, c/o The Manufactur-Ing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Package Machinery Wrapping Machine for Ball Pops and Suckers, L. P. Type. Advise Serial Number, condition and price desired. Close and Company, 2021 W. Fulton St., Chicago, Ill.

WANTED: L. P. 2 Sucker Machine and 22-B Hard Candy Wrapping Machine. Address F-6425, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

WANTED: Model LP-2 Sucker Wrapping Machine. Give full details, best price and delivery. Address F-6421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



MACHINERY WANTED

WANTED National Equipment or Greer 32" chocolate coater with cooling tunner and packing table. Three 2,000 lb. capacity chocolate melters and several 1,000 lb. Also 5,000 or 10,000 lb. capacity chocolate tanks. Advise condition, location, and when delivery can be made. Address E-5426, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED—Filler, Tumbler and Choc. Molds for Hollow Goods. Give best orice, description and location. Write Box D-4423, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

ONE CARAMEL wrapping machine wanted, 34 x 34 x ½. Could use other caramel making equipment if price is reasonable and in good condition. Also could use one wrapping machine for 5/8" diameter candy roll. Give full description, condition, price for cash. St. Clair Co., 160 E. Illinois, Chicago, Ill.

MACHINERY WANTED: Syrup pump wanted and high pressure copper cooking kettles, 60 gallons and up. Address C-3427 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED

CHOCOLATE Enrober Machine operator—with mechanical ability wanted by nationally known candy manufacturer, Prefer man with experience in Baker Perkins and Greer Machines. Address H-8421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HARD CANDY MAKER, American, who would appreciate a good job in California. References exchanged. Address G-7421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Experienced Hard Candy Spinners. Address G-7422, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

HELP WANTED

CANDY: A medium sized candy factory in New York City needs a superintendent. We want a man about 35 years old who worked up from the kettle and who is ambitious. He is probably now employed as an assistant superintendent by a leading bar or bulk house. Salary will be adequate. Write fully. Address F-6426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

ENROBER MAN in a midwest factory. Write giving full experience and references. Address F-6429, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

EXPERIENCED CHOCOLATE man wanted for revolving pan work for New York City, Address B2421 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III

EXPERIENCED candy maker wanted for working foreman on high class home made candy lines. Steady work. Good salary. Must give full details of previous experience and salary. Write H-8426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

EXPERIENCED Enrober man wanted by retail chain. Steady work and excellent salary. Give all details in your letter. Write H-8427, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED—Man to take over small plant located in West Virginia. Owner drafted Address F-64210, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

POSITIONS WANTED

SUPERINTENDENT: Efficient, capable of getting maximum output with economical operation, over twenty years experience with factories, manufacturing general line. Married, excellent references. Past draft age. Address H-8423,, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

JOB WANTED by practical candy maker with 30 years of practical experience in making and supervising. Such as hard candy, cream, gum, marshmallow, coconut work, pan work, and solid chocolate. Understand all modern equipment, costs and can handle help to a good advantage. 45 years of age. Address H-8424, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III

SUPERINTENDENT: Experienced from the kettles up, wishes to connect with a live hard hitting organization. I am an American with over 30 years experience in the industry. Can control help, understand modern production methods and cost control, can organize all activities to produce quality in volume at a fair cost. Now producing a short line of merchandise containing a very low percentage of sugar. Could enlarge this line to increase sales volume under present restrictions. Address H-8425, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FIRST CLASS, all-around retail candy maker. Full assortment of chocolates, bon bons, wafers, caramels, fudges, brittles, counter goods, specials, etc. A full general line for better retail trade. American, strictly sober, family man. Age 49, above military age limit, alert, progressive, good health. Neat and clean workman. Want steady connection in live retail shop. Available about Sept. 10th. Please write now for details. Address G-7423, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

FOREMAN or assistant superintendent with 10 years experience in U. S. and abroad. Thorough knowledge of production methods and machinery, able to handle help efficiently. Own formulas and able to bring new items in chocolates, hard candies, caramels, also hollow moulding and filled specialties. Worked for wholesale and retail houses, have A-1 references. Am married and have Selective Service classification 3-A. Address F-6428, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

POSITION WANTED: Supt. or Ass't. Supt., of medium sized plant. Prefer west coast or mid-west. Have thirty years of experience, general line in manufacturing confections. Wholesale, retail or chain store. Specialized in hand rolls and all chocolate goods. Understand tempering and blending chocolate and experienced in the manufacturing of all confections of general line. Efficient with personnel and have an extensive line of formulas, capable of creating new and reconstruct old. Thoroughly acquainted with all modern machinery. Can produce results in quantity and quality at minimum cost. Best of references, married. Position must be steady. Address D-4428, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Sugarless manufacturer. Superintendent experience in producing highest of quality and quantity at minimum cost, with steel mogul and Staker and modern equipment. Specialized in cream center, and hard center. Full line gum dept. and jellies. Full line of marshmallows, dept. fudge, fondant cream in full. Mazzetta, crystalize cream wafers, and bon bons, cream asst. Full line 5c bars and 1c line. I have also experience to speed up the production and can control help. Best reference, position must be steady. Write Box D-4421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago. Ill.

SUGARLESS CANDIES AND SUBSTITUTES, Retail Candy Maker wants position, with World War No. 1 experience in making and supervising the manufacture of candies when it was necessary to use sugar substitutes. Have made a number of items entirely sugarless and use dextrose successfully. Please state what equipment you have in your shop or factory, also salary you pay. Have had several years of store management and buying. Am American, and sober. Married. Address C-3422 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATION

BROKER covering California, Oregon and Washington desires 1c and 5c candy numbers also good bulk specialties commission basis. Large personal following with the trade. Long experience contacting wholesale candy syndicate and department stores regularly. Address H-8422. c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III.

WANTED: Representatives for new line of round paper boxes replacing tins. Made-to-order and stock lines. Liberal commission. Write immediately. Address F-6422, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

SALES REPRESENTATION:
Brokers to handle 1c and 5c items.
Commission basis. Give references,
list of manufacturers you represent and
territory you cover. Address Box D4425 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago. Ill.

EXPERIENCED Candy broker covering Virginia, North and South Carolina desires Penny and 5c number novelties, contacting the wholesale candy syndicate and department store trade regularly. Address C-3421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALESMAN covering Pennsylvania excluding Philadelphia will consider taking on a short line or several good specialties on straight commission basis. Seventeen years experience and large personal following with the trade. Address K11415 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

BROKER WITH associate, covering metropolitan district of New York calling on the confectionery jobbers, food distributors, chains, department stores and exporters, is seeking a general line of confectioner or specialties. Reliable service Guaranteed. Address H8419 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

MISCELLANEOUS

FOR SALE: Retail Candy, Ice-Cream and Luncheonette establishment; seats forty-four. Twelve successful years. High-class location, South Shore, Chicago. Gross 1941 sales \$26,500.00. Owner retiring. Price \$2,000.00. Address F-6423, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

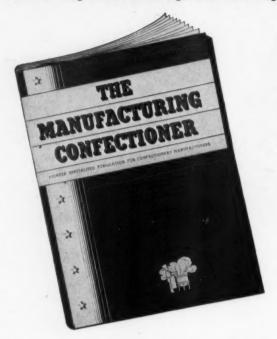
Well est. (5 years) retail wholesale Candy Factory, catering to dept. and drug stores, hotels, etc. Two fine retail stores also jobbing asstd. Allied lines. Due to health Pres. will sell two third interest (1/3 in escrow for very fine candy maker we employ). Unusual opp. For hustler. Located in Wash., D. C. Write President, Chevy Chase Candy Co.

MISCELLANEOUS: For Sale—Caught in Draft. Complete Home Made Candy Mfg. Plant equipped with refrigerated dipping and storage room, Ball cream beater and all necessary accessories. Established diversified wholesale business, with A-1 accounts. Low overhead and well stocked. A real money maker for one who likes to work with quality mdse. Buyer must have \$2,500 in cash. Must sell quick. Located in Columbus, Ohio. Address E-5421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

CANDY FACTORY for sale or lease.
Complete set-up for Hand-dipped and machine-dipped chocolates, also bars and packaged goods. Equipped to turn out from 5000, to 20,000 lbs. per day. Located in Chicago. Address C-3426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS: NOVELTY PACKAGE MANUFACTURERS—We have for sale a good stock of small Novelties for use in penny packages also LUCKY ROLL WRAPPERS and BOXES, the right to use of this famous name to go to the purchaser. John H. Dockman & Son, Inc., 810 Light Street, Baltimore, Md.

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 \overline{I} T IS important to keep abreast of events in your industry if you want to maintain a good competitive position. Your business publication, the one actually covering the field of your interest, brings you essential information at a minimum of time and expense to yourself.

In THE MANUFACTURING CONFECTIONER you have a publication which keeps you so informed — reliably, accurately, regularly. It deserves your support.

Candy men actually on the production line know that THE MANUFACTURING CONFECTIONER is their most authoritative source on what's what and why in candy production and processing methods and procedure. They endorse it wholeheartedly.

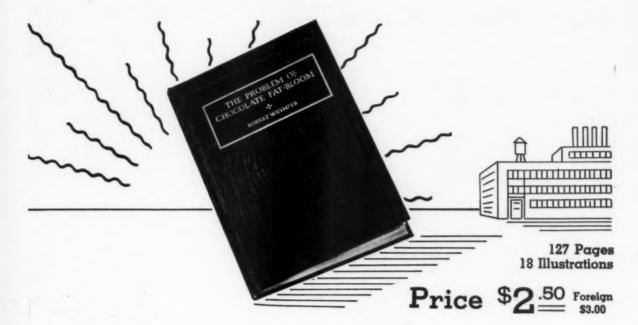
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Robert Whymper's Treatise on

CHOCOLATE Fat-Bloom

What Causes it . . . How to Prevent it . . .

For the technical man--

After establishing the fact that cacao butter is largely to blame for fat-bloom, or "graying," the author describes various fractions of different melting points in cacao butter, also crystallization and the part it plays in fat-bloom. The influence of nut-oil and milk-fat on the tendency to form fat-bloom is discussed.

For the practical man--

Human and physical characteristics in manufacture, as well as storage conditions, all having a bearing on fat-bloom, are discussed in detail.

This book has received the generous endorsement of acknowledged authorities and should be a part of your library.

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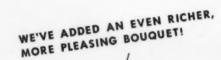
MORE and more food, confectionery and extract manufacturers are solving wartime vanilla-flavoring shortages by changing to Ethavan (ethyl vanillin).

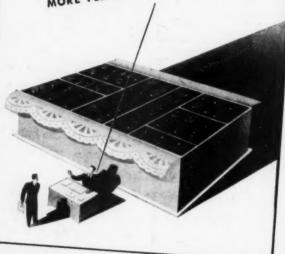
One large manufacturer reports that Ethavan gives him 3½ times the flavoring strength of vanillin in his formula...making it possible to increase production 50% with just half as much Ethavan as vanillin at a 33% reduction in flavoring cost!

You may or may not be able to equal those results in your product. Depending on the type of food product to be flavored, most users report that Ethavan has a relative flavoring strength three times that of vanillin. But even at lower ratios you will be able to increase your production per pound of flavoring material used and make substantial savings in cost.

You may also be able to improve your finished product! Fully equal to Vanillin Monsanto in uniform high quality, Ethavan has a pronounced and pleasing aroma which imparts a highly desirable added bouquet to the finished flavor.

Although supplies of Ethavan are definitely limited, raw material scarcities thus far have not affected this product as much as many others, and every effort consistent with the Victory program will be made to continue production at present levels. Monsanto Chemical Company, Organic Chemicals Division, St. Louis, Missouri. District Offices: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Montreal.







IN FEDERAL SPECIFICATIONS

Ethyl vanillin is now included in Army and Navy Specifications for imitation vanilla flavors. See "Federal Specifications EE-E-911a; Extracts, Flavoring; and Flavors, non-Alcoholic (September 22, 1941)" available from U.S. Government Printing Office, Washington, D.C.

